



## BASIC ROLE DETAILS

**TITLE:** Junior Business Developer - Energy Transition

**REGION:** Alkmaar, The Netherlands

**DEPARTMENT:** Commercial

**MANAGER:** Business Developer - Energy Transition

**ROLES REPORTING INTO THE ROLE:** n.a.

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## GENERAL

TAQA ranks as one of the largest energy and water companies in the world. Our purpose: “powering a thriving future by efficiently providing sustainable and reliable energy and water to unleash the unlimited potential of people and places”.

With over 30 nationalities across the global organisation, we are committed to promoting a corporate culture where everyone is valued and able to play their part in building our future success.

In the Netherlands, we focus on the on- and offshore production of oil and gas as well as the operation of two underground gas storage facilities. The latter are strategic assets in the provision of reliable gas in the Netherlands. Their importance will only increase in the coming years as the greater dependence on gas imports will mean domestic storage becomes key to maintaining security of supply.

The energy landscape in the Netherlands is changing, and TAQA is supporting the energy transition in two key ways: we are contributing to continuity of gas supply in the short-term as the transition agenda moves forward. We are also participating in large-scale sustainability developments such as hydrogen and green gas expertise center Investa and Porthos, a CO<sub>2</sub> capture and storage project.

You will be given a lot of responsibility when you join the company, which you are expected to take. And you'll get the space you need to do your job. Individual and team contributions really make a difference at TAQA.

Our success as a company depends on the engagement and passion of our people. Although our organization is large and global, locally we work with short reporting lines in an open and informal culture. We strive for diversity when attracting talent to our organisation and give your personal development our full attention.

***In all we do, safety is our first priority. The safety and care of our people, as well as our surroundings and the environment.***

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## ROLES AND RESPONSIBILITIES

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### BASIC PURPOSE OF THE ROLE

The *Junior Business Developer - Energy Transition* reports to the Business Development Manager Energy Transition and is part of the wider Commercial team, whose aim it is to maximize value from TAQA Energy's up- and midstream asset portfolio. The team does so by commercially managing the current hydrocarbon production and storage business, but also exploring and chasing opportunities within the Energy Transition realm to make the necessary transformation for TAQA's business model in the medium to long term. As such, this is an excellent opportunity to make a tangible contribution to the Energy Transition in the Netherlands by working on several Energy Transition projects, backed by a financially very strong parent company that is determined to deliver on its ESG goals.

The Business Development team is accountable for progressing existing Energy Transition projects (see below), but also to originate, bring forward and mature projects that fit within TAQA Energy's vision and strategy and the Dutch Energy Transition. Once such projects are progressed to the Concept phase they are handed over to dedicated technical project teams.

Currently, TAQA's two most important Energy Transition projects are:

- [Porthos](#) whereby TAQA will take care of the storage development and operations of this trailblazer CCS project in the Netherlands.
- [PosHYdon](#), one of the world's first offshore hydrogen production projects, in which TAQA plays a key role in the processing and transport of the produced hydrogen

Other projects being investigated build upon TAQA's current asset base, experience and knowledge gained within the above two projects.

In pursuing the above goals, the *junior Business Developer - Energy Transition* continuously works with the Business Development Manager and other key individuals from departments like Engineering, Finance, Legal and Subsurface in order to utilize their expertise.

### KEY RESPONSIBILITIES

- Support the Business Development Manager Energy Transition in:
  - Providing commercial support to the Porthos and PosHYdon projects throughout the Execute and Operate phases
  - Identifying and maturing opportunities to further expand TAQA's CCS business on the back of the Porthos project
  - Identifying and maturing further hydrogen opportunities using existing infrastructure (transport and storage)
  - Preparing documentation and presentations to gain internal and external support for progressing targeted opportunities
- Maintain an Energy Transition hopper of ranked potential business development opportunities.
- Attend Energy Transition expert conferences/round tables/working groups on behalf of TAQA to identify potential opportunities and market TAQA's expertise in combination with its existing assets.

## QUALIFICATIONS, EXPERIENCES AND SKILLS

### QUALIFICATIONS / TRAINING

#### Essential

- Master's degree (or higher) in a Technical/Engineering and/or Economic/Business subject
- 3-5 years' work experience in the energy sector
- Strong analytical skills
- Knowledge of economic evaluations
- Fluency in Excel and Powerpoint
- Highly motivated, with a keen interest in the Energy Transition
- Good interpersonal skills to indirectly manage and influence contributors to projects, both internally and externally
- Full professional proficiency in English

#### Preferred

- Experience in the oil and gas industry
- Experience with Energy Transition projects and/or knowledge of CCS or hydrogen value chains

## INTERACTIONS

### INTERNAL INTERACTIONS

- Within TAQA NL: Business Development team; other members of the Commercial team; Subsurface, Technical engineering, Legal and Finance/Accounting departments
- Furthermore, frequent preparations for interaction with TAQA NL MT and HQ leadership to inform on progress and gain approvals.

### EXTERNAL INTERACTIONS

- Outside interactions involves communications with Partners in joint ventures, projects, Ministries, Regulators, Lobby groups and Associations.

## DETAILS

**ESTIMATED START DATE:** as soon as possible

**HOURS:** 38,75 hours/week

**DURATION:** 1 year, option to extend