



Position Title            Commercial Manager  
Location                 Burnaby, BC  
Reports to                Senior Vice President - Sales & Commercial Operations

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## Summary

Greenlane Renewables Inc., headquartered in metro Vancouver, Canada, is a leading global provider of biogas upgrading systems that are helping decarbonize natural gas. Our systems produce clean, low-carbon and carbon-negative renewable natural gas (RNG) from organic waste sources including landfills, wastewater treatment plants, dairy farms, and food waste, suitable for either injection into the natural gas grid or for direct use as vehicle fuel. With multiple core technologies, more than 125 biogas upgrading systems sold into 19 countries and counting, and over 30 years industry experience and patented proprietary technology, Greenlane is inspired by a commitment to helping waste producers, gas utilities or project developers turn a low-value product into a high-value renewable resource. Greenlane is a publicly-traded company on the Toronto Stock Exchange (TSX: GRN).

If you are passionate about joining a collaborative, growth-minded team to evolve a dynamic business in a new and fast emerging sector of the global renewable energy industry this may be the role for you! We are looking for an energetic Commercial Manager who will be responsible for negotiating win-win supply contracts with our customers and suppliers and ensuring the successful transition of these contracts internally to our project and functional teams.

## Duties & Responsibilities:

- Lead commercial negotiations of new customer contracts, ensuring that commercial risks are captured during the internal proposal review stage in compliance with internal policies, procedures and the stage gate process and then successfully handed off to the project execution team once awarded.
- In parallel with customer contract negotiations and in collaboration with the Global Procurement Manager, lead commercial negotiations of supplier contracts, ensuring that the terms of supply contracts fully incorporate the terms and conditions of the contracts with the customers on a pass-through basis as much as possible.
- In collaboration with the AfterCare team, lead commercial negotiations of service contracts with our customers for ongoing parts and maintenance.
- Ensure the integrity of all customer supply, service, and supplier contracts such that they will be robust throughout the life of a project.
- Lead the negotiation of contract amendments as required.
- In collaboration with the Global Procurement Manager and the Sales team, lead the development and negotiations of terms of Master Supply Agreements with key suppliers and customers.
- Provide strategic leadership to develop innovative contracting solutions to meet customer needs and business area objectives.
- Ensure regular proactive communications with customers are maintained during the contracting phase to gauge satisfaction, anticipate and identify issues and ensure preventive, corrective or remedial actions are taken in a timely manner.
- Assist project managers, buyers and aftercare managers in ensuring all contract obligations are fulfilled and all risk areas are identified, communicated and mitigated.
- Negotiate the resolution of any commercial issues that may arise with customers and suppliers using diplomacy, professionalism and a win-win approach.
- Capture lessons learned to take corrective and preventive actions, and ensure lessons learned are applied to future contracts.
- Ensure cross-functional representation and sign-off during contract negotiations.



- Domestic and international travel will be required.

### **Education & Experience:**

- Bachelor of Engineering or Business Degree with 15+ years of customer/commercial experience, or equivalent education and experience.
- Ability to inspire and motivate people is essential for this role. These qualities must be combined with strong communication and organizational skills and a keen eye for detail.
- Proven commercial negotiation skills with a track record of concluding win-win contracts and successfully delivery against them.
- Ability to collaborate with a diverse team of professionals and lead across functional and company lines marshalling resources and solving problems.
- Solid background of international experience with a proven track record of working across different time zones and cultural settings.
- Strong experience with the negotiation and understanding of commercial terms and conditions for the supply of major systems to customers.
- Superior negotiation skills for resolution of complex issues with customers and solving problems with diplomacy, professionalism and win-win approach.
- Strategic, critical, customer-oriented, and analytical thinking for structured problem solving.
- Demonstrated success maintaining positive interpersonal relationships which encourage openness with team members and customers using exceptional influencing, facilitation and collaboration skills.
- Demonstrated leadership ability to inspire team members to provide exceptional customer experience.
- Excellent written, verbal and presentation skills.
- Risk or value management training is desired.
- Strong work ethic and the ability to provide exceptional teamwork in order to fully support internal teams in meeting tight deadlines.
- Strong organization skills and attention to detail.
- Excellent communication skills, both written and oral.
- Great attitude, personable, courteous and a great team player.
- Can-do, positive, proactive attitude and capable of working independently with minimal supervision.
- Ability to work under pressure and stay focused in a fast-paced environment.

### **How to Apply:**

We are an equal opportunity employer and invite applications from all qualified individuals. To be considered for this role please apply through the Greenlane Renewables page on LinkedIn and attach your resume. While we thank all interested candidates only those who are short-listed will be contacted.