

Position description:

Head of Wholesale Financial Trading

Reporting to:

General Manager Wholesale

Date:

March 2025

Location:

Wellington or Christchurch

The role

Our business landscape is changing. New technology is evolving rapidly, decarbonisation and a fully renewable NZ electricity sector are priorities with evolving changes that are challenging and disrupting both the traditional electricity value chain and economic models for centralised generation, transmission and distribution of electricity. Our Wholesale business unit has a pivotal role as a broker to the business, providing critical thinking underpinned by analytical models to enable the sustainable growth of Meridian's activities, all within an increasingly dynamic and complex environment.

The Head of Wholesale Financial Trading is responsible for developing robust long-term partnerships with customers for both new and existing products, while maximising financial trading revenues from wholesale contracts trading. The role is focused on delivering energy margin realisation while minimising commercial risk.

Position accountabilities (What you're responsible for)

- Proactively establish and maintain effective relationships with Wholesale customers (including long term partnerships).
- Lead the execution of all financial trading transactions.
- Lead and continuously improve performance and process of our regulated wholesale trading obligations.
- Develop, negotiate, and manage new and evolving products, including Power Purchase Agreements (PPA's), sleeved products, Virtual Power Plant (VPP), demand response (DR), dry period cover, firming products, and capacity products as required.
- Collaborate with Retail to ensure commercial & industrial segment (C&I) pricing coordination.
- Own and maintain appropriate process and compliance management and reporting.
- Support the Wholesale Development function to continuously improve performance.



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Position accountabilities (What you're responsible for) continued

- Work closely and collaboratively as a Leadership Team to ensure the success and effectiveness of Wholesale and Meridian to deliver our vision.
- Ensure the health and safety of yourself and your team by actively promoting a safe and healthy working environment and adhering to all relevant regulations.
- Uphold and exemplify our Leadership Commitments, ensuring your actions and decisions reflect our values and standards.

Knowledge, experience and skills

- A seasoned leader with proven negotiation skills and excellent relationship management orientation, strong people leadership skills and follow through;
- Proven commercial nous in balancing risk and maximising revenue opportunities;
- You'll have a deep understanding of the business and how it drives and delivers value, along with mana and trusted relationships across the business;
- Has demonstrated experience in strategic thinking and planning at a senior level.
- Natural collaboration skills, with the ability to effectively work with and influence people across the organization and beyond.
- Leadership experience in the energy sector would be preferred. However, relevant financial trading or markets experience in an equivalent industry would be considered.

