

Position description:

Origination Lead

Reporting to:

Head of Origination

Date:

June 2026

Location:

Wellington, Christchurch or Auckland

The role

The Strategy & Portfolio team plays a critical role in growing Meridian, optimising our portfolio and delivering value through strong market insight, commercial judgement and trusted relationships.

This role expands Meridian's capacity to identify, shape and secure growth opportunities through long-term electricity agreements, customer partnerships and new demand opportunities.

As Origination Lead, you will operate as a close right hand to the Head of Origination. You will help build the origination pipeline, lead significant opportunities, structure commercial solutions and bring the right internal teams together to turn opportunities into executable outcomes.

Position accountabilities

Origination & pipeline development

- Identify and develop new demand, flexibility, Power Purchase Agreements (PPA's) and partnership opportunities that support Meridian's growth and decarbonisation ambitions.
- Build and maintain a clear pipeline of opportunities, including opportunity sizing, priority, stage, risks and next steps.
- Develop trusted relationships with large energy users, wholesale customers and potential strategic partners.

Solution design

- Shape commercial arrangements that work for both Meridian and the customer.
- Assess commercial value, portfolio fit, key risks and execution pathway for opportunities.
- Work closely with Portfolio, Trading, Development, Finance and Legal to design robust long-term agreements.

Negotiation & execution

- Lead or co-lead commercial negotiations, from early engagement through to agreement execution.
- Coordinate internal inputs, decision papers and governance requirements to maintain momentum on priority opportunities.



Meridian.

The Power to
Make a Difference.

Position accountabilities (continued)

Relationship leadership

- Operate externally with credibility, building confidence with customers, counterparties and industry stakeholders.
- Support the Head of Origination on strategic relationships while independently owning significant relationships and opportunities.
- Represent Meridian's commercial interests in a way that strengthens trust and supports long-term partnership outcomes.

Cross-business orchestration

- Act as a connector across Strategy & Portfolio, Trading, Portfolio Development, Retail, Generation, Finance and Legal.
- Translate customer and market opportunities into clear internal choices, actions and trade-offs.
- Help ensure opportunities are commercially attractive, deliverable and aligned to Meridian's broader growth story.

Insight, governance & improvement

- Provide customer, market and opportunity insights to support planning, prioritisation and investment decisions.
- Improve visibility of the origination pipeline and the quality of information used in decision-making.
- Contribute to better ways of originating, assessing and progressing opportunities as the function matures.

Candidate profile

You are commercially curious, entrepreneurial and comfortable operating in ambiguity. You enjoy identifying opportunities where others see complexity and can bring together market dynamics and Meridian's strategic objectives into practical commercial outcomes.

You combine strong relationship-building capability with sound commercial judgement and are comfortable leading complex negotiations and influencing across multiple stakeholders. You are motivated by creating growth, solving difficult problems and delivering outcomes in environments where there is no predefined pathway.

Knowledge, experience and skills

Core

- Strong commercial acumen, with experience in business development, deals, partnerships, wholesale markets or complex customer arrangements.
- Ability to assess commercial value, risk, customer need and strategic fit.
- Strong relationship management, negotiation and stakeholder influencing skills.
- Ability to bring multiple internal teams together and turn complexity into clear choices and actions.
- Sound judgement, comfort with ambiguity and the ability to maintain momentum across multiple opportunities.

Helpful experience / development upside

- Exposure to electricity markets, PPAs, offtake agreements, flexibility products, trading or portfolio management.
- Experience with financial modelling, investment cases, contract structures or customer propositions.
- Understanding of decarbonisation, industrial energy demand or renewable development pathways.

