Join us to help lead the next wave of the digital economy.

Apto is a data centre company that designs, builds, and operates hyperscale data centres for our customers in high growth and emerging markets across Europe. Apto has been formed to develop and operate the European data centre assets of global investment manager, PIMCO, benefiting from access to scale, resources and land sourcing capabilities of one of the largest European real estate platforms. Guided by an esteemed leadership team with insights drawn from the world's digital and data centre titans, Apto brings over a century of combined experience in designing, constructing and operating data centres at scale.

From Day 1, the leadership team has focused on the type of company we want to build. We measure success by how well we demonstrate our values every day. We nurture an unfaltering passion for excellence, guided by our customers' needs and expectations. We obsessively take ownership, deliver on our promises, and create lasting positive impressions. We thrive on overcoming any hurdle to give our customers the best possible experience and outcomes. And, we have fun along the way.

Our access to capital and real estate is important but our most valuable asset is our team, and we are delighted now to be recruiting for a Utilities Director.

The role

- Reporting to the Chief Strategy and Acquistions Officer, we are looking for an ambitious individual to form and execute our energy strategy for our growing European portfolio.
- You will be the Apto subject matter expert on utility development and acquisition and lead engagement with power utilities and generation developers across Europe to secure and deliver reliable power infrastructure for data center developments.
- You will support Apto's growth strategy by evaluating power availability in target markets and performing comprehensive utilities due diligence.
- You will develop innovative power solutions to ensure early access to reliable power for new data center sites.
- You will build and maintain strategic relationships with utility providers, municipalities, and key stakeholders.
- You will work alongside design and construction colleagues in overseeing all aspects of high and medium-voltage projects including scope definition, scheduling, and budget management.
- You will manage multiple concurrent utility infrastructure projects across various European markets.
- You will negotiate and execute utility connection agreements in collaboration with legal and finance teams and collaborate cross-functionally with site acquisition, development, design, construction, and operations teams.
- You will review and analyze utility fees, tariffs, and contractual terms to optimize costs.
- You will support sustainability initiatives and renewable energy procurement strategies.
- You will play an active part interfacing with our customers to understand their energy and sustainability goals and deliver upon customer lease obligations.

Basic Qualifications

- Bachelor's degree in electrical engineering, Construction Management, or related technical field.
- 10+ years of experience in utility infrastructure development, preferably in data centers or mission-critical environments.
- Demonstrated experience negotiating with utility providers and managing connection agreements.
- Strong understanding of power transmission planning and utility infrastructure requirements.
- Excellent commercial and negotiation skills with ability to review complex utility contracts.
- Proficiency in written and spoken English.

Preferred Qualifications

- Experience leading power due diligence for large-scale infrastructure projects
- Established relationships with European utility providers and HV/MV equipment vendors
- Working knowledge of European energy markets and regulations
- Proficiency in Italian, German, Spanish, or French
- Experience with water infrastructure and managing water utilities
- Experience in Power Purchase Agreements
- Experience of working with large data centre providers across Europe.

Location

Dublin or London. 50% travel across Europe.

Reporting

Mark Dolan –Chief Strategy & Acquistions Officer at Apto.

Apto is an equal opportunities employer.

Contact Apto today

If you are interested, please apply here on Breathe.