

WE'RE HIRING

WHO WE ARE

Sumitomo SHI FW (SFW) is a global, innovative provider of energy and environmental technologies and services focusing on high efficiency and flexible generation of energy. Our solutions range from our world leading circulating fluidized bed (CFB) technology to long-duration energy storage solutions (Liquified Air Energy Storage, CRYOBattery™), flue gas cleaning, gasification, waste heat boilers, and a full spectrum of services for the global power and industrial markets.

Our vision is to continuously broaden our portfolio of products and services for the decarbonization, decentralization, and digitalization of the energy industry by advancing our in-house technologies and developing further alliances with new partners. Our goal is to provide sustainable energy solutions for a wide portfolio of customer needs in the fields of power generation, storage, and network services. The quality and service provided by Sumitomo SHI FW rely on our 1,500 talented people with deep know-how and experience in the industry. We are a part of Sumitomo Heavy Industries Ltd. For more information, please visit: <https://www.shi-fw.com/>

Sumitomo SHI FW in Finland is currently looking for:

Innovation Manager

Place of work: **Varkaus/Espoo**

ROLE

Flexible, agile, and not afraid of a challenge, the SFW Innovation Team is on a mission to lead the energy sector towards a cleaner, brighter future with novel solutions created together with customers and our network of partners. Our goal is to broaden the companies' offerings in decarbonisation, decentralisation and digitalisation areas.

As Innovation Manager, your main job is to find new business and partnership opportunities, with the ultimate goal of driving the company towards a broad and future-oriented business portfolio. You will focus on new business development, identifying opportunities, creating and maintaining a network of partnerships with other companies, SMEs and startups, and be in constant contact with current and potential customers.

In this role, you have a broad understanding of the energy sector trends and its transformation. As a consequence, you can spot new opportunities and develop compelling business cases using the agile/lean startup framework. You understand the link between customer needs and value proposition; you can derive preliminary market analysis, and ideate different business models. Last but not least, you can formulate the hypothesis underlying the business idea, design and conduct experiments to validate the assumptions.

REQUIREMENTS

To succeed in this position, it takes a combination of customer, technology and commercial/business perspectives as well as an understanding of the industry you'll operate in. The ideal candidate has a combination of the following hard/soft skills:

- Background in Engineering/Technology, industrial management or adjacent areas. You already have an understanding of the energy industry and its value chains, value-generating mechanisms, as well as how technologies add value to the customers. You have a great appetite and capability to learn fast based on your earlier experience
- A minimum of 2 years experience from either the energy, waste management, bio-economy, carbon reduction sectors or related sectors.
- Team player able to openly discuss ideas in a safe but confrontational environment, ready to ask and answer to tough questions. Able to embrace ideas coming from others and also able to kill/pivot your own ideas
- Excellent communication skills in English (oral/written/presentation) and the ability to handle projects with many stakeholders and help break silos
- Entrepreneurial skills/mindset, understanding of the process to move from idea into a revenue-generating business - commercial, technical and organisational aspects of making it happen. Previous experience with founding /incubating /accelerating startups/SMEs or corporate innovation is seen as a plus
- Customer-oriented and ability to act in the interface with customers and identify/empathise with their needs/pain points as well as sell ideas and collect feedback/validation
- You enjoy experimenting and having multiple tasks and even acting in different roles, and you are resilient with a positive, can-do mentality

WE OFFER

In this position, you will have the opportunity to influence the future of a global company while helping new ideas to become a reality in a sector that is being through a significant disruption. You will be joining a team of passionate “Innonauts” spread around the globe, ready to take formidable challenges, ask the hard questions and bring great ideas forward.

You can learn more about our team in this article and video: <https://www.shi-fw.com/2020/06/16/sumitomo-shi-fws-lean-innovation-disrupting-the-energy-sector-through-co-creation/>

The position is based in Finland (Varkaus/Espoo), preferably in Varkaus.

You will report to Mariana Carvalho, Manager Innovations & Communications.

This posting will remain open until 13.12.2020.

For more information please connect with Mariana Carvalho at +358 40 575 2302, mariana.carvalho@shi-g.com or via LinkedIn in/[marianamocarvalho](https://www.linkedin.com/in/arianamocarvalho)

How to apply

Please send your CV and application letter to sfw.FI-recruitment@shi-g.com.