



Ynni
Cymunedol Cymru
Community Energy
Wales

Teitl Swydd: Rheolwr Datblygu Masnachol ac Asedau

Lleoliad: Cymru. Byddwch yn gallu gweithio gartref neu yn un o swyddfeydd Tramshed Tech ar ffurf desgiau dros-dro yng Nghaerdydd, Y Barri neu leoliadau eraill Tramshed Tech. Gellir trefnu cyfleusterau desgiau dros-dro eraill ledled Cymru.

Cyflog: £40,000 y flwyddyn, llawn amser (35 awr yr wythnos)

Peilot Wythnos 4 Diwrnod: Ar hyn o bryd mae'r cwmni'n cynnal cynllun peilot wythnos 4 diwrnod blwyddyn (yn effeithiol o Fehefin 2025 - Mehefin 2026). Mae staff sydd gyda contract 35 awr yn gweithio 28 awr o dan y peilot hwn, gyda'r nod o wella cydbwysedd gwaith a bywyd, gwneud y mwyaf a dwysáu cynhyrchiant, a gwella manteision gweithio i Ynni Cymunedol Cymru. Os bydd y bwrdd cyfarwyddwyr yn ystyried y peilot yn fethiant, bydd yr holl staff llawn amser yn dychwelyd i wythnosau gwaith 35 awr ar ddiwedd y peilot.

Gwybodaeth am Ynni Cymunedol Cymru: Mae Ynni Cymunedol Cymru yn sefydliad aelodaeth fach gyda gwrthrychau elusennol, sydd wedi ymrwymo i gynrychioli a chefnogi'r sector ynni cymunedol yng Nghymru. Mewn cydweithrediad â'n chwaer sefydliad, Ynni Teg – datblygydd prosiectau ynni adnewyddol – ein bwriad yw hybu datrysiadau ynni cynaliadwy a pherchnogaeth cymunedol o brosiectau ynni ledled Cymru.

Diben y Swydd: Bydd y Rheolwr Datblygu Masnachol ac Asedau yn chwarae rhan ganolog yn y gwaith o hyrwyddo ein cenhadaeth drwy arwain a rheoli gweithgareddau masnachol ar draws ffrydiau gwaith amrywiol. Mae hyn yn cynnwys negodi cytundebau cydberchnogaeth, strwythuro portffolios prosiect, arolygu trefniadau cytundebol, canfod cyfleoedd masnachol newydd, a sicrhau hyfywedd ariannol ein mentrau.

Cyfrifoldebau Allweddol:

1. Trafodaethau Cydberchnogaeth:

- Arwain trafodaethau gyda datblygwyr y sector preifat i sefydlu cytundebau cydberchnogaeth sy'n cyd-fynd ag uchelgeisiau polisi Llywodraeth Cymru ar gyfer ymgysylltiad y gymuned mewn prosiectau ynni.
- Sicrhau bod cytundebau wedi'u strwythuro i gydbwysu buddion cymunedol gyda hyfywedd masnachol.

2. Strwythuro Prosiectau

- Datblygu a gweithredu strwythurau ar gyfer portffolio o brosiectau yr ymgysylltir â hwy gan Ynni Cymunedol Cymru ac Ynni Teg, a'u cyfuno yn gwmni daliannol gyda Chyfyngau at Ddihenion Arbennig unigol (SPVs).



3. Rheoli Cytundebol a Phartneriaeth

- Goruchwyllo ac arwain ar drefniadau cytundebol gan gefnogi partneriaethau gyda grwpiau ynni cymunedol eraill a sefydliadau'r sector preifat.

4. Datblygu Busnes

- Cydweithio gyda chydweithwyr ac aelodau i ganfod a datblygu cyfleoedd masnachol newydd sy'n cyd-fynd ag amcanion strategol y sefydliad.
- Cynnal dadansoddiadau marchnad i drwytho cynllunio strategol a'r broses o wneud penderfyniadau.

5. Goruchwyliaeth Ariannol

- Monitro a rheoli cyllidebau ar gyfer prosiectau parhaus a phrosiectau sydd ar ddod, gan sicrhau defnydd effeithlon o adnoddau a rheoli costau.
- Cynnal rhagolygon ariannol ac asesiadau risg i gefnogi twf cynaliadwy.

6. Rheolwr Llinell

- Fel rhan o'r uwch dîm rheoli, byddwch yn ymgymryd â rhai cyfrifoldebau rheoli llinell wrth i'n sefydliad dyfu

7. Ymgysylltu â Rhanddeiliaid

- Meithrin a chynnal perthnasoedd cryf gyda rhanddeiliaid allweddol, gan gynnwys asiantaethau'r llywodraeth, buddsoddwyr, cleientiaid, cyflenwyr a grwpiau cymunedol.
- Cynrychioli Ynni Cymunedol Cymru mewn fforymau diwydiant a digwyddiadau cyhoeddus i hyrwyddo buddiannau'r sefydliad.

Manyleb Person

Cymwysterau a Phrofiadau Hanfodol:

- O leiaf 2 flynedd o brofiad mewn rôl rheoli masnachol yn y sector ynni, yn ddelfrydol mewn ynni adnewyddadwy.
- Hanes profedig o negodi a rheoli contractau.
- Profiad mewn strwythuro a rheoli portffolios prosiect, gan gynnwys sefydlu Cyfryngau at Ddibenion Arbennig (SPVs).
- Craffter ariannol cryf ynghyd â phrofiad mewn cyllidebu, rhagolygon ariannol, a rheoli risg.
- Dealltwriaeth o'r gofynion o ddarparu gwasanaethau dwyieithog

Cymwysterau a Phrofiadau Hanfodol:

- Gradd Baglor mewn Gweinyddu Busnes, Cyllid, y Gyfraith, Peirianeg, neu faes cysylltiedig.
- Bod yn gyfarwydd â pholisïau Llywodraeth Cymru sy'n ymwneud ag ynni cymunedol a chydberchnogaeth.



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- Profiad o weithio o fewn sefydliad elusennol neu ddim-am-elw.
- Sgiliau Cymraeg llafar a/neu ysgrifenedig, neu barodrwydd gwirioneddol i ddysgu Cymraeg. Mae YCC yn cefnogi aelodau'r tîm sy'n dymuno datblygu eu sgiliau iaith Gymraeg a'n gwerthfawrogi dwyieithrwydd ar draws y sefydliad.

Sgiliau a Chymwysterau:

- Sgiliau negodi a chyfathrebu ardderchog, gyda'r gallu i ddylanwadu a meithrin consensws ymhlith rhanddeiliaid amrywiol.
- Gallu cryf i ddadansoddi a datrys problemau, gyda meddylfryd strategol.
- Y gallu i reoli llawer o brosiectau ar yr un pryd, gan flaenoriaethu tasgau'n effeithiol.
- Hyfedredd mewn modelu ariannol ac offerynnau dadansoddi.
- Ymrwymiad i werthoedd a chenhadaeth Ynni Cymunedol Cymru.

Nodweddion Personol

- Rhagweithiol a hunan-gymhellol, gan deimlo'n angerddol am ynni cynaliadwy a datblygu cymunedol.
- Addasadwy a chydnerth, gyda'r gallu i ymdopi â heriau cymhleth ac amgylcheddau newidiol.
- Chwaraewr tîm cydweithredol gyda rhinweddau arwain cryf.

Y Broses Ymgeisio: Gwahoddir ymgeiswyr â diddordeb yn y rôl i gyflwyno CV a llythyr eglurhaol yn amlinellu eu haddasrwydd ar gyfer y rôl dan sylw. Dylid anfon ceisiadau at gwenno@ynnicymunedol.cymru erbyn 5yp, Dydd Llun 3ydd o Dachwedd.

Mae Ynni Cymunedol Cymru yn gyflogydd cyfle cyfartal. Rydym yn dathlu amrywiaeth ac wedi ymrwymo i greu amgylchedd cynhwysol i bob gweithiwr.

Sylwer: Bwriad y disgrifiadau swydd hyn yw amlinellu natur gyffredinol a lefel y gwaith a gyflawnir gan weithwyr yn y rôl hon. Nid yw'n hollgynhwysfawr a gall fod yn destun newid neu addasu wrth i anghenion sefydliadol esblygu.



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Job Title: Commercial and Asset Development Manager

Location: Wales, United Kingdom. You will be able to work from home or at our hot-desking facilities (Tramshed Tech) in Central Cardiff, Barry or other Tramshed Tech locations. Other hotdesking facilities may be arranged across Wales.

Salary: £40,000 a year, full time (35 hours per week).

4 Day Week Pilot: The company is currently undertaking a one year 4-day week pilot (effective June 2025-June 2026). Staff contracted for 35 hours work 28 hours under this pilot, with the objective of improving work /life balance, maximising and intensifying productivity, and enhancing the benefits of working for Community Energy Wales. In the event that the board of directors deems the pilot a failure, all full-time staff will revert to 35 hour working weeks at the end of the pilot.

About Community Energy Wales:

Community Energy Wales is a small member organisation with charitable objects dedicated to representing and supporting the community energy sector in Wales. In collaboration with our sister organisation, Ynni Teg—a renewable energy project developer—we aim to promote sustainable energy solutions and community ownership of energy projects across Wales.

Job Purpose:

The Commercial and Asset Development Manager will play a pivotal role in advancing our mission by leading and managing commercial activities across various workstreams. This includes negotiating shared ownership agreements, structuring project portfolios, overseeing contractual arrangements, identifying new commercial opportunities, and ensuring the financial viability of our initiatives.

Key Responsibilities:

1.Shared Ownership Negotiations:

- Lead negotiations with private sector developers to establish shared ownership agreements that align with Welsh Government's policy ambitions for community involvement in energy projects.
- Ensure agreements are structured to balance community benefits with commercial viability.



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2. Project Structuring:

- Develop and implement structures for a portfolio of projects undertaken by Community Energy Wales and Ynni Teg, consolidating them into a shared holding company with individual Special Purpose Vehicles (SPVs).

3. Contractual and Partnership Management:

- Oversee and lead on contractual arrangements supporting partnerships with other community energy groups and private sector organisations.

4. Business Development:

- Collaborate with colleagues and members to identify and develop new commercial opportunities that align with the organisation's strategic objectives.
- Conduct market analyses to inform strategic planning and decision-making.

5. Financial Oversight:

- Monitor and manage budgets for ongoing and upcoming projects, ensuring efficient resource utilisation and cost control.
- Conduct financial forecasting and risk assessments to support sustainable growth.

6. Line Management:

- As a part of the senior management team, you will undertake some line management responsibilities as our organisation grows

7. Stakeholder Engagement:

- Build and maintain strong relationships with key stakeholders, including government agencies, investors, clients, suppliers, and community groups.
- Represent Community Energy Wales in industry forums and public engagements to promote the organisation's interests.

Person Specification:

Essential Qualifications and Experience:

- Minimum of 2 years' experience in a commercial management role within the energy sector, preferably in renewable energy.
- Proven track record in contract negotiation and management
- Experience in structuring and managing project portfolios, including the establishment of SPVs.
- Strong financial acumen with experience in budgeting, financial forecasting, and risk management
- An understanding of the requirements of providing bilingual services



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Desirable Qualifications and Experience:

- Bachelor's degree in business administration, finance, law, engineering, or a related field.
- Familiarity with Welsh Government policies related to community energy and shared ownership.
- Experience working within a charitable or not-for-profit organisation.
- Spoken and/or written Welsh skills, or a genuine willingness to learn Welsh. CEW actively supports team members wishing to develop their Welsh language skills and values bilingualism across the organisation.

Skills and Competencies:

- Excellent negotiation and communication skills, with the ability to influence and build consensus among diverse stakeholders.
- Strong analytical and problem-solving abilities, with a strategic mindset.
- Ability to manage multiple projects simultaneously, prioritising tasks effectively.
- Proficiency in financial modelling and analysis tools.
- Commitment to the values and mission of Community Energy Wales.

Personal Attributes:

- Proactive and self-motivated, with a passion for sustainable energy and community development.
- Adaptable and resilient, capable of navigating complex challenges and changing environments.
- Collaborative team player with strong leadership qualities.

Application Process: Interested candidates are invited to submit a CV and a cover letter outlining their suitability for the role. Applications should be sent gwennno@ynnicymunedol.cymru by 5pm, Monday the 3rd of November.

Community Energy Wales is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Note: This job description is intended to outline the general nature and level of work performed by employees within this role. It is not exhaustive and may be subject to change or modification as organisational needs evolve.