

## **ELIRE Infra VP of Port Solutions**

- Industries: Infrastructure, Energy, Maritime Transport, Aviation, Ports
- Remote working – 20 hours per month
- Services for equity arrangement
- Start and onboard immediately
- Evolves to a paid role upon closing our next capital raise

Want to assist an exciting, innovative, smart infrastructure that are passionate and determined to accelerate the new world of clean energy, transportation and maritime to net zero.

As a group, ELIRE has accelerated rapidly over the last few months to position our ventures and world-first solutions, which are critical to accelerating the ecosystem's shift towards adopting new technologies. ELIRE Infra has a long pipeline of exciting projects from London, UK, UAE, Australia, the Nordics and the Mediterranean.

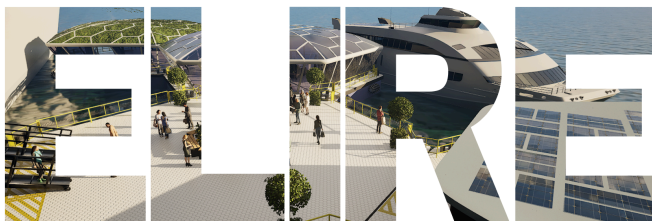
### **Company Description**

ELIRE Group pioneers innovative solutions at the intersection of infrastructure, transport, and clean energy to help clients achieve decarbonisation and net-zero goals. The company values commercially viable, scalable, and impactful innovation, blending existing technologies with new ideas to drive change.

### **About ELIRE infra**

ELIRE Infra's Smart and Power Hubs provide scalable, modular solutions that support waterfront operators looking to:

- Expand capacity without land-intensive projects
- Modernise infrastructure to meet evolving demands
- Reduce emissions and minimise environmental impact
- Enhance climate resilience with adaptable, future-proof solutions
- Unlock new revenue streams through innovation and efficiency
- Support the energy transition with integrated clean power options



## **Your Impact**

ELIRE Infra seeks a seasoned maritime and infrastructure leader to helm our Port Solutions vertical. The VP, Port Solutions, will be responsible for defining strategy, securing major transactions, and leading delivery of innovative port infrastructure, technology and decarbonization solutions.

This role requires deep domain knowledge of global and UK port systems, strong commercial acumen, and the ability to bridge technical, policy, and commercial stakeholders.

The VP will manage strategic partnerships and deliver transformative port projects across clean energy, digitalisation, equipment, and infrastructure domains.

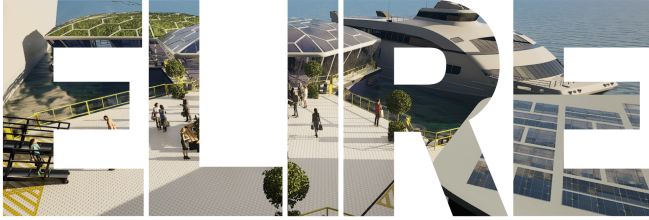
## **Key Responsibilities:**

### **Strategic Leadership & Market Positioning**

- Craft and evolve a compelling vision, strategy, and roadmap for port-focused solutions in line with ELIRE Infra's growth ambitions.
- Monitor industry trends, regulatory changes, and innovations in ports, logistics, and maritime decarbonization to shape strategic direction.
- Position ELIRE Infra as a credible leader in delivering next-generation ports and marine infrastructure solutions.

### **Business Development & Transaction Execution**

- Originate, negotiate, and lead major port-related transactions (e.g. PPPs, concessions, off-take agreements, joint ventures) in the UK and international markets.
- Drive the development of proposals, bids, and pitch materials for port master plans, upgrades, and greenfield terminals.
- Manage deal structuring, risk frameworks, financial modelling, and stakeholder alignment (public/private/institutional).
- Cultivate relationships with port authorities, terminal operators, infrastructure funds, governments, and investors.



## **Solution Design & Project Delivery Oversight**

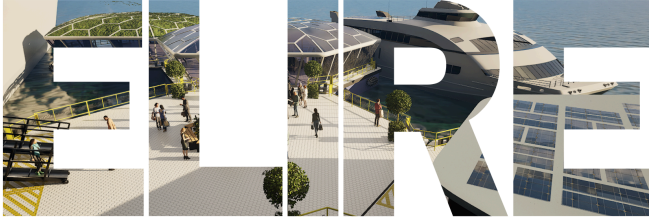
- Oversee design and technical development of port infrastructure (quays, berths, breakwaters, dredging, landside logistics) and systems (automation, digital platforms, energy systems).
- Lead integration of advanced technologies (IoT, digital twin, automation, electrification, hydrogen, shore power) into port systems.
- Ensure projects meet regulatory, safety, environmental, and operational requirements.
- Work closely with internal and external technical teams to assure quality, schedule, budgets, and risk mitigation.

## **Stakeholder & Policy Engagement**

- Serve as the external face of Port Solutions for industry associations, regulators, government agencies, and trade bodies.
- Influence policy, permitting regimes, and infrastructure investment strategies that affect ports (e.g., harbour orders, environmental approvals).
- Represent ELIRE Infra in consortia, joint industry initiatives, R&D collaboratives, and public-private partnerships.

## **Leadership & Organisational Development**

- Build and lead a high-performing team of domain experts (maritime engineers, port operators, digital architects, commercial leads).
- Establish governance, processes, metrics, and performance dashboards for the port solutions unit.
- Manage budgets, resource planning, outsourcing partners, and alliances.
- Embed a culture of innovation, sustainability, accountability, and cross-functional collaboration.

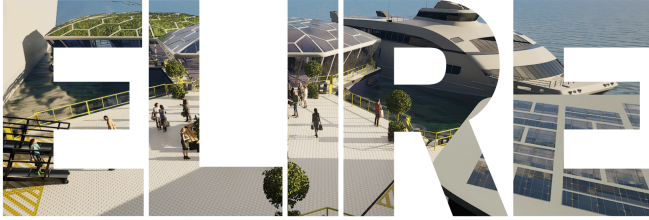


## Who You Are

- **15+ years in the maritime, port, or infrastructure sectors**, with progressively senior leadership roles.
- Strong track record in **structuring and executing major port transactions**, terminal developments, or infrastructure PPPs.
- Deep **understanding of the UK port landscape** (trust ports, private ports, statutory authorities) and international port models.
- **Technical literacy** in port infrastructure, marine civil works, dredging, quay/berth design, terminal operations, logistics.
- Experience in **advanced systems**: automation, digitisation, IoT, shore power, electrification, hydrogen / clean energy applications.
- **Commercial acumen**: financial modelling, bid structuring, risk-allocation, investment evaluation.
- Excellent **stakeholder management skills**: government, regulators, port authorities, private investors, community groups.
- Credible presence and ability to **represent the company publicly** (conferences, boards, industry bodies).

## Desired Attributes

- Visionary and entrepreneurial mindset: able to spot opportunities in disruption and to lead transformational change.
- Strategic thinker who is comfortable diving into technical or commercial detail.
- Effective communicator and negotiator, able to bridge engineering, operations, and business audiences.
- Resilient, adaptive, and capable of navigating political, regulatory, and technical complexity.
- Strong ethical grounding, sustainability orientation, and commitment to decarbonization objectives.
- Global mindset, with sensitivity to cross-cultural partnerships and regulatory regimes.



Contact and apply with your resume, portfolio, LinkedIn profile and a short description of your interest and experience via email using the subject - *VP Ports* + '*your name*' to Luke Jenkinson, Group CEO [luke@eliregroup.com](mailto:luke@eliregroup.com)