Hamza Faraz

Electricity flexibility and commercial finance

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Took an EV charging portfolio into live GB wholesale trading under P415 and owned the board's financial model and monthly close. Went from first commercial analyst to Head of Product and Strategic Delivery in under three years.

Professional experience

Head of Product and Strategic Delivery

Electric Miles Limited — Jun 2025 to Present

- **Wholesale market launch under P415.** Wrote the business case that compared every route to market and led the negotiation to signature. Directed the product team's onboarding. The portfolio was trading two months after signing.
- **Demand forecasting and new markets.** Build the portfolio's demand forecasts by asset type and check its imbalance exposure daily. Now taking the same route to market, with its pricing, to batteries, heat pumps and business charge points. Run flexibility pilots with business customers.
- **Board model, close and settlement.** Owned the board's financial operating model and rebuilt it on the statutory financial year with four named cases. Designed the automated monthly close that feeds it and the settlement controls for wholesale trading.
- **Product scope and change control.** Secured an enterprise customer's written agreement that every change is costed and approved before development. Set scope and release order for white label commissioning software, answered 25 customer findings and directed it into testing.
- **Product leadership.** From 2025 built the product team, set the engineering team's priorities and wrote the release gate. Revenue from product adoption more than doubled in 18 months. From July to early November 2026 ran product management, managed two technical product owners and guided every release.

Product Delivery Lead (secondment)

Electric Miles Limited — 2025

- Ran weekly reviews across nine projects and managed three business analysts at the start.
- Led daily technical standups, ran Kanban in Jira and put the processes in place to move the team into Scrum in eight weeks.

Customer Solutions Lead

Electric Miles Limited — 2024 to 2025

- Built the pricing model and sales pricing tool for domestic charger installations.
- Part of the team that brought the company's biggest enterprise deal over the line.

Earlier experience

Finance Analyst | Next Retail Limited 2024

- Ran the monthly profit and loss and variance analysis for Next's online and digital marketing. Worked with marketing leads on budgets and forward planning.
- Built the ROI, NPV and payback cases for new marketing spend.

Finance and Operations Lead | Electric Miles Limited 2023 to 2024

- Brought finance in house on Xero. Ran the month end close, VAT reconciliation, cash flow forecasting and the R&D tax credit calculations.
- Led the company's financial due diligence preparation, from the data room to the board deal model.

Commercial Analyst | Electric Miles Limited 2022 to 2023

- The company's first commercial analyst. Matched its chargers and partner assets to network zones and chose the baselines for its first Demand Flexibility Service.
- Built the company's method for valuing DSO flexibility contracts. Joined one of the first cohorts selling charger demand reduction and energy arbitrage metered under CoP11.

Cofounder | AI Moves 2022

- Raised seed funding from Santander and built an AI property management venture with a technical cofounder.

Finance and Administration (part time) | Storm Homecare 2021 to 2022

- Forecast contract income and profitability, and worked with NHS commissioners and councils on under recorded revenue. Modelled property acquisitions and refinancing.

Interactive Trading Floor Specialist | American University of Sharjah 2019

- Supported students on the university's Bloomberg and Thomson Reuters trading floor.

Corporate Finance Intern | The Estée Lauder Companies 2019

- Supported balance sheet reconciliations, fixed assets, capital expenditure review and receivables ageing.

Education

MSc Financial Risk Management, Merit 2022
University of Leicester

BSc Business Administration, major in Finance 2019
American University of Sharjah

Skills

Electricity markets: P415 wholesale trading, imbalance, Demand Flexibility Service, DSO flexibility tenders, demand forecasting, settlement and reconciliation.

Commercial finance: FP&A, board reporting, the monthly close, ROI, NPV and scenario modelling, pricing, Excel and Xero.

Product delivery: requirements, change control and release governance in Jira and Confluence.