



Senior Analyst – Connected Home

Based in Edinburgh, Cambridge or Paris

About Delta-ee

Delta-ee's mission is to help our clients successfully navigate the change from 'old energy' to 'new energy'. We provide bespoke consultancy and subscription research services which answer critical questions that impact our clients' businesses, and allow clients to access in-depth research in a specific knowledge area.

We always work in line with our company values. We are a *Happy and Motivated Team*, who are always *Doing the right thing* and *Fulfilling our potential*. Creating a great company culture and being a place that people love to work is very important to us; we are a collaborative, friendly team.

To find out more about what we do, our mission and values please visit www.delta-ee.com/aboutus.

Delta-ee's Connected Home Research

Delta-ee's Connected Home Service is the leading source of data and insights for the European Connected Home Energy market. The service was set up 6 years ago and is used by decision makers in energy suppliers, HVAC manufacturers, policy shapers and other organisations linked to the connected home market. The topics of research include connected heating and cooling controls, remote diagnostics, home automation, connected speakers, home energy management, the strategies of all the players active in the market.

The Opportunity

Delta-ee is seeking a **Senior Analyst** to lead the research on our **Connected Home Service**.

This is a great opportunity to help grow our connected home capability, become an international expert in connected home, home energy management and new energy in general, and work in a stimulating, supportive and rewarding environment.

You will be responsible for:

- ▶ Conducting in-depth research and delivering engaging and meaningful content to our research subscribers
- ▶ Understanding the needs of our existing and prospective clients and shaping, managing and delivering the production of research content and insight accordingly
- ▶ Developing a thought-leadership position that challenges conventional thinking, delivering this through research content, presentations at major conferences, articles, blogs, etc.
- ▶ Building strong relationships with existing and prospective clients at various levels

- ▶ Building relationships with industry contacts on behalf of the company. This will include attending events and meeting companies all over Europe and beyond
- ▶ Identifying and, with sales and marketing colleagues, acting on opportunities to promote our research, identify new subscribers, and secure new subscribers for the service
- ▶ Supporting the sales of Delta-ee's research services
- ▶ Positioning the service in the market as a 'must-have' by meeting the needs of current and prospective subscribers
- ▶ Interfacing with our subscribers and working with internal sales and marketing colleagues, to help retain subscription revenues
- ▶ Supporting and being actively involved in research for our consulting work and other subscription services

Requirements and Qualifications

For this position, you will be able to demonstrate:

- ▶ 3+ years' experience in connected home, digital energy or relevant aspects of home services. We will consider candidates with relevant BSc, MSc, PhD or MBA qualifications as part of this.
- ▶ Effective communication skills – fluency in both written and spoken English is essential
- ▶ The ability to synthesise information and insight from a variety of sources, to create impactful research for our clients
- ▶ Project management skills
- ▶ A mindset of self-responsibility
- ▶ Curiosity and a profound desire to learn from, listen to and understand industry contacts
- ▶ Commercial acumen and interest in being external facing – meeting clients, developing networks, speaking at events and building new relationships
- ▶ Evidence of your ability in a variety of research methods, including face-to-face and telephone discussion with industry experts and other professionals.
- ▶ Collaborative and team oriented working skills.

Salary and Benefits

We offer:

- ▶ Rewarding salary based on experience and qualifications
- ▶ A profit-related bonus scheme
- ▶ A yearly company Away Day with activity
- ▶ Specific additional benefits depending on the country

Application

If you wish to apply, please do so as soon as possible (and no later than 7th **June 2019**) by submitting your CV and a short covering letter (less than 250 words) via our careers page:

www.delta-ee.com/careers