

Product Manager – Energy Storage

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 services, answering critical questions impact our clients' business, and subscription research services which 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 Energy Storage Research

The Energy Storage Research Service focuses on where and how storage is deployed and how it is evolving, looking at distributed storage, service and business model development, across consumption, generation and storage technologies, as well as understanding demand response and other energy value streams. With innovative products and new business models emerging globally, we focus on understanding this rapidly changing market, and helping clients understand where they should play, both geographically and in the value chain, and when is the right time to do so. Clients include utilities, energy service companies, aggregators and product manufacturers.

The Opportunity

Delta-ee is seeking an Analyst to be the **Product Manager** for our **Energy Storage Research Service**.

This is a great opportunity to own and grow our energy storage research capability, become an international expert in energy storage, demand response and new energy, 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
- ▶ Building relationships with industry contacts on behalf of the company. This will include attending events in the UK and mainland Europe
- ▶ 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 and being actively involved in research for our consulting work and other subscription services

- ▶ 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.
- ▶ Supporting the sales of Delta-ee's research services
- ▶ Building strong relationships with existing and prospective clients at various levels
- ▶ 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

Requirements and Qualifications

For this position, you will be able to demonstrate:

- ▶ 2+ years' experience in energy storage, demand response or relevant aspects of related energy services (renewables, trading, etc). We will consider candidates with highly relevant BSc, MSc, PhD or MBA qualifications as part of this.
- ▶ A high level of academic achievement and/or a background of impressive achievement and initiative in your career to date
- ▶ Strong 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
- ▶ 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
- ▶ The confidence and initiative to apply a variety of research methods, including face-to-face and telephone discussion with industry experts and other professionals

Salary and Benefits

We offer:

- ▶ Competitive salary based on experience and qualifications
- ▶ 33 days holiday a year (increasing with time served) including bank holidays
- ▶ A contributory pension scheme
- ▶ A profit-related bonus scheme
- ▶ A yearly company Away Day with activity and overnight stay
- ▶ Subsidised yoga, company Christmas party, regular social outings

Application

If you wish to apply, please do so as soon as possible (and no later than **10th March 2019**) by submitting your CV and a short covering letter (less than 250 words) via our careers page:

www.delta-ee.com/careers