



# Business Development Manager

Based in Edinburgh, Cambridge, London

## The Opportunity

Delta-EE is looking for an experienced **Business Development Manager** to join our growing Sales Team. We are looking for an experienced B2B hunter who can network and unearth opportunities and has a background in delivering energy and/or sustainability solutions to large businesses.

This is a great opportunity to help Delta-EE's clients to successfully navigate the energy transition, within a supportive and rewarding work environment.

### You will be responsible for:

- Growing the business, delivering sales and driving revenue
- Qualifying marketing leads and proactive outreach to prospects (i.e., new client development) via both inbound and outbound activities
- Identifying, engaging and closing profitable deals from your pipeline of qualified B2B opportunities
- Managing several often-complex deals through all stages of the sales journey, from opportunity qualification to contract negotiation
- Account management of existing customers (i.e., renewals, upsell and cross-sell of Research Products and qualification of Consulting opportunities)
- Leveraging existing connections within business customers to grow research and consulting opportunities
- Communicating with prospects, clients or subscribers via presentations, webinars and face-to-face meetings
- Promoting the company's products/services, addressing or predicting client needs and requirements
- Building long-term relationships with new and existing clients
- Represent Delta-EE at conferences and professional organizations to expand brand recognition and promote business development activities
- Supporting and working closely with the Marketing team in campaigns, webinars, events etc.
- Liaising with Product and Consulting teams to ensure high levels of customer service

## What we are looking for

As a highly experienced sales specialist, you will have demonstrable success in winning new business clients in a competitive landscape. You will have a pro-active and collaborative approach



to building customer relationships and possess excellent time management skills which complement our flexible and autonomous working environment.

**You will be able to demonstrate:**

- Relevant experience (5+ years) in energy sales, energy efficiency and/or energy transition topics is a prerequisite. Experience in EV and e-mobility would be desirable (but not essential)
- Have a proven commercial track record across multiple accounts, developing clients and establishing trusted advisor relationships
- Experience building sales pipelines and converting into new business sales
- A motivated self-starter who can build a portfolio of business clients, identifying and closing opportunities under your own direction
- Curiosity for the energy transition that drives you to understand how Delta-EE's research empowers strategic decisions for our clients
- Be empathetic and deeply curious about our clients' businesses. You must be an excellent communicator, a skilled problem-solver, and a great listener.
- Be an energetic and tactful negotiator and demonstrate results-oriented mind-set
- Proven ability to build trusting relationships both internally (e.g., between different teams) and externally (e.g., with senior industry people)
- Excellent proficiency in Word, PowerPoint, and Excel; willingness and ability to use our CRM (Dynamics 365) as part of the sales process
- Aligned with our company values
- Be passionate about growing the business and have a genuine interest in self-development

If you have the right skills for the job, we want to hear from you. We encourage applications from the right candidates regardless of age, disability, gender identity, sexual orientation, religion, belief, or race.

### **About Delta-EE – Experts in New Energy**

Delta-EE is Europe's leading research and consulting company helping organisations develop the right strategies, business models and customer propositions for the energy transition. The depth and breadth of our expertise in the energy transition space makes Delta-EE unique and our 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.

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



inclusive and friendly team. To find out more about what we do, our mission and values please visit <https://www.delta-ee.com/about-us>

### Our values

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### What we offer

- Flexible and family friendly working arrangements
- A focus on learning & development opportunities
- Rewarding salary based on experience and qualifications
- 33 days annual leave (including public holidays) increasing with time served
- Contributory pension scheme
- Profit-related bonus scheme
- Employee benefits scheme: life insurance, critical illness, income protection cover
- Opportunity to benefit in time from the company's employee share scheme
- Employee Assistance Programme
- CSR days – paid volunteering days
- Team social events

### Application

If you wish to apply, please do so as soon as possible by submitting your CV and a **short covering letter** (less than 250 words) via our careers page: [www.delta-ee.com/careers](http://www.delta-ee.com/careers)