

Business Development Executive

Based in 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.

The Opportunity

Delta-ee is seeking a **Business Development Executive** who is passionate about the energy transition, to complement our sales and marketing team. The role includes many aspects, including the management of large accounts, the prospecting of new customers, and strategy and marketing execution, all in close collaboration with our research teams.

This is a unique opportunity to help Delta-ee continue to grow, while developing our network and helping players in the energy transition industry accelerate their development.

You will be responsible for:

- ▶ Collaborating with our research teams to understand energy markets and the different strategies of the key players present there
- ▶ Set up and execute sales and marketing strategies for specific topics, for certain types of customers or for certain geographical areas
- ▶ Take responsibility for large accounts to ensure the renewal of subscriptions and to increase the value of accounts
- ▶ Represent Delta-ee at conferences and other public or private events

Requirements and Qualifications

For this position, you will be able to demonstrate:

- ▶ 1 year's business development experience is desirable
- ▶ Bac +5 (Masters / MBA)
- ▶ Effective communication skills – fluency in both written and spoken English is essential

- ▶ 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
- ▶ Collaborative and team oriented working skills.

Salary and Benefits

We offer:

- ▶ Rewarding salary based on experience and qualifications
- ▶ A profit-related bonus scheme
- ▶ Additional benefits specific to France

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