



Head of Flexibility & Storage

Based in Edinburgh, Cambridge, London, or Paris

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 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>

The Opportunity

We are looking for a **Head of Flexibility & Storage** who will be responsible for the positioning, delivery and growth of Delta-EE's Flexibility & Energy Storage Research Services, and for providing thought leadership, expertise, and knowledge.

You will be responsible the leadership of the flexibility and storage team, who collectively have a range of responsibilities. This includes: managing the delivery research and consultancy projects, attracting new subscribers, retaining existing subscribers and projecting our research externally at events of via marketing.

This is a great opportunity:

- To become a thought leader in the Flex & Storage sector as the energy transition gathers pace
- To build relationships with network and related organisations across Europe and beyond
- To build Delta-EE's Service, position and team in this area

You will be responsible for:

- **Thought leadership and expertise**
 - Being immersed in the market
 - Developing opinions and views
 - Engaging with subscribers, consulting clients and prospects
 - Building your and Delta-EE's position as key sources of data, insight, analysis and opinion
- **Product and team delivery:** leading and developing the team, and setting strategic direction
- **Clients & Prospects (Sales & Marketing):**

DELTA-EE

- Identifying opportunities
- Originating, supporting and closing a significant part of the revenue target for Flexibility and Storage
- Proactive lead generation / uncovering opportunities within your network
- Driving the content of our marketing
- **Consultancy – Direction & Delivery:** Project director and supporting on delivery

Delta-EE's Flexibility and Energy Storage Research Services

Demand-side flexibility (DSF) is a rapidly growing part of energy systems across the world and is set to play a major role in the transition to new energy. Energy storage technologies have the potential to provide a significant amount of this flexibility – in addition to other services – and have seen enormous growth in recent years. Our Flexibility and Energy Storage research team provides data, analysis and opinion across two dedicated Research Services that enable subscribers to understand and capture the growing opportunities in these two areas. We cover a broad range of topics including:

- **Value:** where is the value for DSF and behind-the-meter energy storage across Europe and further afield? What are the market-based opportunities? What is the value for customers? How will this change in future?
- **Business models:** what are the business models that enable stakeholders to succeed with DSF and energy storage? How is the traditional aggregator model evolving? What energy storage propositions have proved attractive to customers? Develop a wide range of research, analytical and advisory skills
- **Competitors:** who are the key players in DSF and energy storage? How are partnerships, mergers and acquisitions impacting stakeholders?
- **Technologies:** what technologies are competing to provide flexibility to our energy system? What innovations are improving the value and uptake of DSF? What commercially viable storage technologies are in use today?

Delta-EE research services provide ongoing support to clients to understand these critical growth markets. Our clients include utilities, energy service companies, aggregators and product manufacturers.

Requirements, Skills and Qualifications

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.

- You will be curious, thoughtful and motivated to play a role in the energy transition.
- You will enjoy building relationships with people, synthesising research and insight

For this position, you will be able to demonstrate:

- ~5+ years' experience of working in the flexibility & storage sector



- Have a rounded understanding of the key flexibility and storage related challenges, topics and questions across European energy companies, aggregators, service providers and manufacturers etc.
- A strong European network amongst our client and prospects
- An excellent understanding of the commercial issues faced by companies in the flexibility and / or storage sectors
- Experience / understanding of flexibility and / or storage markets in at least two European countries
- Experience of writing with impact
- A track record of business development and / or impactful communication of insight.
- Alignment with our company values
- Excellent communication and interpersonal skills
- Team leader – collaborative, setting standards, building relationships, providing feedback
- Target-oriented – driven to achieve team goals
- Marketing and sales

Salary and Benefits – what do we offer?

- Flexible and family friendly working arrangements
- Rewarding salary based on experience and qualifications
- Profit-related bonus scheme
- Opportunity to benefit in time from the company's employee share scheme
- A focus on learning & development
- Employee Assistance Programme
- Team social events
- Specific additional benefits to UK or 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