



Analyst – Heat

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

Delta-EE is seeking an **experienced Analyst** to join our **Heat** research team, working across our three research areas – electrification of heat, gas heating, and heating business models. This is a great opportunity to become an international expert in the heating transition and decarbonisation of heat within a stimulating, supportive and rewarding work environment.

Your role will involve:

- Conducting in-depth research on the heating market across Europe. This will include a variety of qualitative and quantitative research methods, including:
 - face-to-face and telephone discussion with industry experts and other professionals
 - secondary research, identifying and analysing data from other sources
- Managing and delivering engaging and meaningful content to our research subscribers in the form of reports, databases, and viewpoints.
- Communicating with clients or subscribers via presentations, email, webinars or by phone
- Developing your project management skills and / or leading projects
- Building relationships with industry contacts on behalf of the company, developing client relationships and contributing to the development of the business
- Becoming a thought leader in the heating transition.

Delta-EE's Heat Research Services

Decarbonisation of heat is rapidly rising up the agenda of European policy-makers and energy market players. We are at a tipping point in the heating transition, as Europe moves towards a decarbonised, digital, and more customer-focussed heating market. Heat is at the core of what we do at Delta-EE and is our longest running research area. Our Heat research team provides data, analysis, and opinion across three dedicated Research Services that enable subscribers to navigate and capture the evolving opportunities in the heating transition. We address the key questions keeping our clients awake at night, for example:

- What do the more efficient, lower carbon, and smarter heating solutions of the future look like?
- How are tightening carbon policy and regulations driving decarbonisation of heat across different markets and segments?
- How is the convergence of the heating and electricity markets creating new value from flexible operation of heating – and how can this value be captured?
- How is the emergence of new entrants in the heating market creating competition for traditional players – and driving innovative business models and customer propositions?
- How is the way in which heating is sold changing – shifting from selling boxes and kWh of energy, to selling services, comfort, and warmth?
- How are end-user attitudes heat evolving, as awareness of the need for decarbonisation grows and consumers become more active prosumers?

Delta-EE research services provide ongoing support to clients to understand these critical growth markets. Our clients include energy companies, heating manufacturers and developers, and policy-makers.

Requirements 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.

For this position, you will be able to demonstrate:

- 3+ years' experience in heat, or relevant aspects of the energy transition, working with for example (but not limited to) energy companies, technology manufacturers, policy makers or industry associations.
- Interpersonal, organisational and project management skills.
- Writing, data analysis and presentation skills.
- Collaborative and team oriented working skills.
- Evidence of your ability to apply a variety of research methods, including face-to-face and telephone discussion with industry experts and other professionals.
- The ability to synthesise information and insight from a variety of sources, to create impactful research for our clients.
- A willingness to develop new industry contacts and clients and attend events where required.



- Commercial acumen - the ability to think commercially about the needs of our clients

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 opportunities
- 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