



# Analyst – New Energy Business Models

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 **New Energy Business models** research team. This is a great opportunity to become an international expert in the energy transition within a supportive and rewarding work environment.

### Your role will involve:

- Conducting in-depth research on new and emerging business models from key energy stakeholders. 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, identify trends and sharing insight on new energy business models.



## Delta-EE's New Energy Business Models Service

The Delta-EE New Energy Business Model Service supports subscribers to understand and identify the most promising opportunities and business models in new energy. It does this by providing a mix of data, analysis, insight, and opinion to help subscribers make important decisions on where to focus and where to invest. It looks across the whole customer end of the value chain, including the innovation around electric vehicles, demand response, heat, smart building, and hydrogen (amongst others) in order to support both our European and Japanese subscribers. The types of research questions we cover include:

- How are innovative propositions gaining traction in the market?
- How can emerging technologies be used to deliver compelling new business models?
- In what ways are customer expectations changing and what does this mean for my business?
- How quickly will the energy transition progress, and where is the value emerging?
- How are others - from incumbents to new entrants - responding to the threats and capturing opportunities?

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

- 2+ years' experience in relevant aspects of the energy transition, working with for example (but not limited to) energy companies, technology manufacturers, policy makers, 'start-ups' 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](http://www.delta-ee.com/careers)