



# Research Manager – New Energy Business Models

Based in Edinburgh, Cambridge, London, or Paris

## The Opportunity

Delta-EE is looking for a **Research Manager for our New Energy Business Models Research Service (NEBMs) to lead and deliver the best market insights, opinion and data to the sector.**

This is a great opportunity to join our growing products team, working with companies leading the energy transition across Europe and supporting them to develop the right business models. It will give you the chance to become a recognised expert and thought leader in the Energy Transition, presenting at events and supporting our subscribers. You will be leading and carrying out cutting-edge research on how the market is evolving, key issues shaping the future of the energy transition and the activities and strategies of companies in the sector – producing reports, viewpoints and datasets. You will have daily interaction with the market, developing a fantastic network.

You will be responsible for:

- **Service Management and Delivery** – including taking ownership of the delivery pipeline and working collaboratively with the NEBMS team to produce deliverables containing insights, opinion, data and forecasts for our subscribers.
- **Team management** – managing workloads within the NEBMs and providing feedback and support on deliverables
- **Renewals and Subscribers** – regular engagement with subscribers, including identifying the topics and questions which are important to them. You will have responsibility for responding to subscriber requests and scheduling subscriber-only webinars.
- **Developing a thought-leadership position** that challenges conventional thinking, delivering this through research content, presentations at major conferences, articles, blogs, etc.
- **Understanding the needs of our existing and prospective clients** and shaping, managing, and delivering the production of research content and insight accordingly
- **Positioning the service in the market as a ‘must-have’** by meeting the needs of current and prospective subscribers

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

The Delta-EE New Energy Business Model Service supports businesses to understand and develop best-in-class propositions in new energy. It investigates business models, propositions, and synergies within new energy markets, around electric vehicles, demand response, heat, or hydrogen. Its role is to deliver analysis on the most innovative trends to inspire and support subscribing companies, including energy suppliers, manufacturers, developers, investors, and policymakers. 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?
- How quickly will the energy transition progress ?
- How are others - from incumbents to new entrants - responding to the threats and capturing opportunities?

The research service provides data, qualitative analysis, and opinion to help subscribing companies make important decisions on where to focus and how to develop customer-centric propositions.

## 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.
- Preferably with experience in a similar project management or service management role.
- Excellent analytical and problem-solving skills – able to quickly understand and simplify complex issues using creative, analytical, and logical approaches, dealing with both qualitative and quantitative information.
- Excellent interpersonal, writing and communication 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.

## 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.



## Our Values

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>

## Salary and Benefits – what do we offer?

- Flexible and family friendly working arrangements
- Rewarding salary based on experience and qualifications
- 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)