

# Country Lead - Germany

Based in Germany

## The Opportunity

LCP Delta is looking for a Business Lead to join our experienced team of regional market leads across the UK, Europe and Asia. You will be responsible for the growth and success of LCP Delta in Germany and in the broader DACH region. The role will include interacting with existing clients to retain and increase account value; identifying and engaging with prospects to create new accounts and win business; identifying the opportunities for LCP Delta in Germany and working with the broader business to build an in-country team; leading this team and having overall responsibility for our presence in Germany.

We are looking for someone experienced in B2B sales and business development who can network and unearth opportunities and has a background in delivering energy and/or sustainability solutions to large businesses.

This is a hugely important role for the business as we continue to scale our European market presence.

### You will be responsible for:

- Understanding of relevant markets, industry and public sector stake holders in DACH region, and developing a network with all relevant organisations
- Identifying and implementing go to market strategy and service development in DACH region eg client groups, sales potential, needs etc
- Ear to the ground with our clients and key account management for largest clients in DACH region. Developing relationships with existing and new clients is a key responsibility.
- Originating new customers through relationships, strategic campaign planning and business development in DACH region
- Growing our subscriber book and revenue from our full service offering in DACH region
- Advising decision makers on how to exploit opportunities in these markets.
- Responsible for LCP Delta brand development:
  - Creating visibility for LCP Delta in Germany, through speaking at events, commenting in newspapers, through LinkedIn etc.
  - Working with a PR agency to provide articles or comments in mainstream media, industry media and other relevant media
- Working with the broader business, define the road map to developing a team of research and consultancy analysts, and lead its implementation
- Taking growing levels of responsibility as LCP Delta expands:
  - Helping secure new talent in the company
  - Creating and managing internal links with most support functions such as HR, marketing or finance
  - Have overall responsibility for setting up and management of the office space

## What we are looking for

If you have the right skills and motivation 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 able to demonstrate:

- Entrepreneurial skills are essential as you will be responsible for all aspects of LCP Delta in Germany
- Relevant experience (5+ years) in energy sales, energy efficiency and/or energy transition
- Have a proven commercial track record across multiple accounts, developing clients and establishing trusted advisor relationships
- Experience building sales pipelines and converting into new business sales
- A motivated self-starter who can build a portfolio of business clients, identifying and closing opportunities under your own direction
- Curiosity for the energy transition that drives you to understand how LCP Delta's research empowers strategic decisions for our clients
- Be empathetic and deeply curious about our clients' businesses. You will be an excellent communicator, a skilled problem-solver, and a great listener.
- Be an energetic and tactful negotiator and demonstrate results-oriented mind-set
- Proven ability to build trusting relationships both internally (e.g. between different teams) and externally (e.g. with senior industry people)
- Excellent proficiency in Word, PowerPoint, and Excel; willingness and ability to use our CRM (Dynamics 365) as part of the sales process
- Aligned with our company values
- Be passionate about growing the business and have a genuine interest in self-development
- Business development to win clients and retain the existing ones
- Experienced in people and performance management, talent development, organisational design as well as employee engagement and culture implementation.
- Proficient in written and spoken English language
- A team player, able to work collaboratively with colleagues in a fast moving, dynamic professional services international business culture

## About LCP Delta – Experts in New Energy

Founded in 2004 and based across the UK, France, Norway, the Netherlands and beyond, LCP Delta provide data-driven research, consultancy, technology products and training services to companies investing in and navigating the energy transition.



LCP Delta was formed through the merger of Delta-EE and LCP Energy to bring together deep generation and consumer-side expertise, to provide our clients with a single partner to help them on their journey and provide them with a 360° view across the energy spectrum.

We are a diverse team from a variety of backgrounds including engineers, data analysts, environmentalists and more. All of us want to make a difference to the energy transition and accelerate the path to a low carbon future.

### **What's in it for you?**

As well as joining a fun, collaborative, people orientated organisation where your personal and professional skills will be developed to make you the best you can be, we offer an attractive benefits package designed to promote your overall wellbeing so that you are able to perform to your full potential both in and out of work.

We continuously strive to build an inclusive workplace where all forms of diversity are valued, including age, background, disability, gender, gender identity, gender expression, race, religion or sexual orientation.

### **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)