

# Business Development Manager

Based in Edinburgh, Cambridge, London

## The Opportunity

LCP Delta is looking for an experienced Business Development Manager to join our growing Sales Team. 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 great opportunity to help LCP Deltas clients to successfully navigate the energy transition, within a supportive and rewarding work environment.

### Your role will involve:

- Growing the business, delivering sales and driving revenue
- Qualifying marketing leads and proactive outreach to prospects (i.e., new client development) via both inbound and outbound activities
- Identifying, engaging and closing profitable deals from your pipeline of qualified B2B opportunities
- Managing several often-complex deals through all stages of the sales journey, from opportunity qualification to contract negotiation
- Account management of existing customers (i.e., renewals, upsell and cross-sell of Research Products and qualification of Consulting opportunities)
- Leveraging existing connections within business customers to grow research and consulting opportunities
- Communicating with prospects, clients or subscribers via presentations, webinars and face-to-face meetings
- Promoting the company's products/services, addressing or predicting client needs and requirements
- Building long-term relationships with new and existing clients
- Represent Delta-EE at conferences and professional organizations to expand brand recognition and promote business development activities
- Supporting and working closely with the Marketing team in campaigns, webinars, events etc.
- Liaising with Product and Consulting teams to ensure high levels of customer service

## Requirements and Qualifications

As a highly experienced sales specialist, you will have demonstrable success in winning new business clients in a competitive landscape. You will have a pro-active and collaborative approach to building customer relationships and possess excellent time management skills which complement our flexible and autonomous working environment.

### For this position, you will be able to demonstrate:

- Relevant experience (5+ years) in energy sales, energy efficiency and/or energy transition topics is a prerequisite. Experience in EV Charging would be desirable (but not essential).
- 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 must 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

## 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 is in it for you?

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.

As well as joining a fun, collaborative, and 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)