

The Company

The global energy markets face a period of enormous change, driven by rapid technological and policy evolution. Aurora Energy Research provides unique analysis, tools and data to drive the decisions which will shape the transformation of the UK, European, and global energy markets. Our subscription business provides data and intelligence (including forecasts and market reports) to leading private and public-sector clients spanning all key energy commodities, with particular sophistication in the power sector.

Aurora was founded in 2013 by University of Oxford Professors and economists and is now a thriving, rapidly-growing company of over 70 staff with offices in Oxford and Berlin. Our leadership team are predominately ex-top tier consultants. Demand for our services – spanning subscription and consultancy – is immense, in the UK and abroad. We expect to rapidly grow beyond 100 staff.

Commercial Associate (Oxford, UK)

Based in Oxford, you will work in a young multi-national team with significant responsibility for our sales and client relationship activities as well as marketing our products and services. You will play an active role in all aspects of client interactions: identifying potential clients and their needs, preparing sales and marketing material, generating sales opportunities and pitching our offerings, negotiating and contracting with potential clients, managing and enhancing our on-going client relationships as well as contributing to new product development and improving our existing offerings.

You would join our commercial team, which is expected to grow and offers potential for accelerated progression, including through international expansion.

The successful candidates will combine a strong commercial mindset, superior communication and relationship management skills, a high interest in energy markets with a strong track record of performance in team-oriented environments. They will work in a dynamic, intellectually stimulating, demanding and collaborative environment.

The position suits a young professional with some years of experience in energy, sales, subscription-based data and analytics, consulting or private sector research (e.g. equity or industry sector analyst in a bank).

Required attributes:

- Enthusiasm for and good knowledge of energy markets/technologies; previous professional or academic exposure to energy and power markets is very beneficial
- Strong commercial mindset; creativity and intuition for opportunities that create impact and commercial success
- Top notch written and verbal communication as well as interpersonal skills
- Good analytical capabilities, evidenced by strong honours degree, most likely in business, economics, social sciences or similar
- Ability to communicate and collaborate with both technically and non-technically minded parties
- High degree of diligence and tenacity in reaching goals
- Evidence of strong performance in team-oriented environments
- Previous sales and client relationship experience is valuable, but not essential
- Fluency in a major European language (e.g. French, Spanish) beyond English is a plus

The successful candidates would start as soon as possible. We will review applications as they are received.

Salary will be competitive and include a performance-based bonus. Applicants should send their CV and a brief cover letter to applications@auroraer.com. Please state your earliest possible start date.