

The Company

Aurora Energy Research is a dynamic and fast-growing energy analytics company. We provide optimisation solutions and data-driven analytics on European and global energy markets that helps our clients navigate the global energy transformation.

Founded in 2013 by a group of University of Oxford academics on the premise that technological progress, and policies tackling climate change, render energy markets increasingly complex, but that this complexity yields to rigorous, sophisticated analysis and modelling.

Aurora is now a thriving, rapidly-growing company of over 90 staff with offices in Oxford, Berlin and Sydney. Demand for our services – spanning subscription research and consultancy – is immense, in the UK, Europe and beyond. We currently serve over 200 of Europe’s most influential energy sector participants, and we expect to grow beyond 150 staff over the next 18 months.

Business Development Manager (Oxford, UK)

Based in Oxford, you will be a senior member in of our dynamic, fast-paced and multi-national commercial team in an intellectually stimulating environment. You will play a key role in all aspects of business development and client relationship management of our energy analytics subscription business.

This is an exciting opportunity for an individual to contribute significantly to a rapidly growing team, with excellent career progression opportunities which include international expansion and/or a leadership position in the commercial team. You will help lead the team by supporting the Commercial Director to define, implement and inspire the team to realise the commercial strategy and taking on a team leader role for our commercial activities in GB and Ireland.

Successful candidates will combine a strong business development mindset, superior communication and relationship management skills, a high interest in and detailed understanding of energy markets, coupled with a strong track record of performance in team-oriented environments leading to commercial success.

Key responsibilities:

- Jointly define the go-to-market and commercialisation strategy for our energy analytics and data subscription business
- Implement the go-to-market strategy
 - Identify and develop business opportunities from 'prospect' to commercial success
 - Proactively build a network of strategic relationships and business partnerships in client organisations
 - Manage a portfolio of existing client accounts, developing a trusted advisor relationship with key customer stakeholders and executive sponsors
 - Work collaboratively with team members and other departments to support the preparation and delivery of proposals and pitch documentation
 - Define marketing plans and provide hands on support in developing marketing activities and initiatives relating to subscription products and services
- Contribute to new product development and continuous improvement of our existing services
- Be the master mind behind one of our flagship client events
- Provide leadership and direction to other colleagues in the commercial team to foster a positive, strong and supportive team culture

Key attributes:

- Educated to degree level is preferable or equivalent 5+ years corporate/business experience ideally in energy, subscription-based data and analytics, consulting or private sector research
- Enthusiasm for and good knowledge of energy markets/technologies; previous professional exposure to energy, power markets and renewables is essential
- Excellent interpersonal, organisational and communication skills
- Proven experience in business development and/or client relationship management
- Proven experience of building and/or leading a team
- Excellent analytical capabilities, in business, economics, engineering or similar
- Results driven individual, with a high degree of diligence and tenacity in reaching goals with a hands-on approach to ensure targets are achieved

- Demonstrates energy, flexibility, creativity, and being a team player
- Fluency in a major European language (e.g. French, Italian, Spanish) in addition to English is preferable
- Experience of Salesforce or CRM systems is preferable

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

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