

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 100 staff with offices in Oxford, Berlin and Sydney. Demand for our services – spanning subscription research and consultancy – is immense, in the UK and abroad. 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.

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 subscription products and services, which will soon include SaaS solutions. You will play a key role in all aspects of client interactions and business development: identifying potential clients and new opportunities, marketing our services towards clients, 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 offer potential for accelerated progression, including through international expansion and creating new data and software-based solutions.

Successful candidates will combine a strong commercial mindset, superior communication and relationship management skills, passion to develop new business and activities, high eagerness to learn, interest in energy markets and the energy transition towards a more

sustainable world, and 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 business development or sales, subscription-based data and analytics, consulting or private sector research (e.g. equity or industry sector analyst in a bank). Experience in renewable energy, power markets or flexible technologies such as battery storage is a significant plus.

Required attributes:

- Strong commercial mindset; creativity and intuition for opportunities that create impact and commercial success
- Previous sales, business development and client relationship experience
- Top notch written and verbal communication as well as interpersonal skills
- Good analytical capabilities, evidenced by strong honours degree, most likely in business, economics or similar
- Ability to communicate and collaborate with both technically and non-technically minded parties
- Excellent organization skills and a high degree of persistence and diligence
- A can-do attitude and willingness to help wherever needed e.g. improving internal systems and processes
- Evidence of strong performance in team-oriented environments
- Enthusiasm for and good knowledge of energy markets/technologies; previous professional exposure to energy, power markets and renewables are very beneficial
- Fluency in a major European language (e.g. Italian, 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 success-based bonus. To apply, please click on the following [link](#). Please state your earliest possible start date.