

The Company

Aurora Energy Research is a young, 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 dynamic multi-national team with significant responsibility for our sales and client relationship activities as well as marketing our subscription products and services. 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 ongoing 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 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, and interest in energy markets and the transition towards a more

sustainable world. They will work in a young, dynamic, intellectually stimulating, demanding and collaborative environment.

Key responsibilities:

- Play a key role in all aspects of client interactions and business development
- Identify and pitch our services to potential clients
- See opportunities through the sales pipeline, from initial contact to negotiating the contract
- Manage and enhance our ongoing client relationships
- Contribute to new product development and improve our existing offerings
- Develop new marketing materials as needed
- Where appropriate, and depending on interest/ability, support the research and publications team in developing our long-term market outlook and analysis

Required attributes:

- Strong commercial mindset, including creativity and intuition for opportunities that create impact and commercial success
- 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
- Ability to communicate and collaborate with both technically and non-technically minded parties
- Top notch written and verbal communication as well as interpersonal skills
- Evidence of strong performance in team-oriented environments
- Curiosity about energy and sustainability

Desired attributes:

- Sales, business development and client relationship experience is highly desired – especially any experience in energy-related subscription sales
- Experience with Salesforce or other CRM system is highly desired
- Previous professional exposure to energy, power markets and renewables would be beneficial
- While not essential, a strong analytical and quantitative skills and background in economics/policy would be an asset

- Experience with PowerBI would be a plus
- Fluency in a major European language beyond English is a plus

The successful candidate would start as soon as possible. We will review applications as they are received. Salary will be competitive with experience.

To apply, please submit your CV, a brief cover letter, your salary expectations and state your earliest possible start date to the following [link](#).