

Aurora is looking for a

## **(Senior) Commercial Manager**

to join our Oxford office

### **About the position**

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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 and lead a team of 5-7 commercial associates covering Western Europe.

This is an exciting opportunity for an individual to develop, inspire and manage a rapidly growing team of ambitious and fast learning team members. You will report to our Commercial Director and jointly develop our go-to-market strategy, critically influence our product and service development, and build a successful organisation with necessary processes and systems. The position offers excellent career progression opportunities which include international expansion and/or extended leadership positions within the commercial team.

Successful candidates will combine a strong business development mindset, superior communication and relationship management skills and have a high interest in and good understanding of energy markets. They will also have experience in managing a sales team and related processes, coupled with a strong track record of performance in team-orientated environments leading to commercial success.

### **About us**

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Aurora Energy Research is a dynamic and fast-growing energy analytics company. We are contributing to the global energy transition by providing forecasts, data-driven analytics, and cutting-edge tools to inform critical decisions of major energy markets participants, investors and policy makers. Our subscription services provide regular data and intelligence on energy

market dynamics to leading private and public-sector clients; our consulting team supports our clients' long-term strategic and investment decisions and our software as a service team creates innovative online tools for customised analysis. We cover all key energy commodities, with particular focus on the power sector and low-carbon energy transformation.

Aurora was founded in 2013 by a group of University of Oxford academics on the premise that technological progress and policy interventions make energy markets increasingly complex. Our mission is to provide rigorous, sophisticated analysis and energy market modelling to address this increasing market complexity. Aurora is now a thriving, rapidly growing company of over 130 staff with offices in Oxford, Berlin and Sydney. Demand for our services is immense, in Europe and abroad. We currently serve over 250 of Europe's and over 70 of Australia's most influential energy sector participants, and we expect to continue to grow rapidly, adding new countries and products to our portfolio.

### **What we offer**

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- A dynamic, fast thinking, and supportive environment
- The opportunity to substantially influence major decisions in the energy sector
- The opportunity to grow into an industry expert
- A fun, informal and international work culture
- An office in the center of Oxford with coffee, fruit and snacks available in the office
- A competitive salary

### **What we are looking for**

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#### Key responsibilities:

- Provide leadership and manage a sizable commercial team while fostering a positive, strong and supportive team culture
- Jointly define the go-to-market and commercialisation strategy for our energy analytics and data subscription business
- Implement the go-to-market strategy with the team of commercial associates

- 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 key client accounts, developing a trusted advisor relationship with key customer stakeholders and executives
- Represent Aurora in a range of client meetings, conferences and other public settings
- Take responsibility to improve and refine processes, tools and support systems that will create an effective and efficient commercial organisation
- Support the development of 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

Key attributes:

- Educated to degree level is preferable
- 5+ years sales/business development experience, ideally in subscription-based data and analytics in the energy sector
- Proven experience of building and/or leading a team
- Excellent interpersonal, organisational and communication skills
- Strong team player
- Results-driven, with a high degree of persistence in reaching goals and a hands-on approach to ensuring targets are achieved
- Proven experience in business development and/or client relationship management
- Knowledge of Salesforce or other CRM systems
- Enthusiasm for and good knowledge of energy markets/technologies; previous professional exposure to energy and power markets and renewables is highly preferable
- Strong analytical capabilities, in business, economics, engineering or similar would be preferred but not essential
- Fluency in a major European language (e.g. French, Italian, Spanish) in addition to English is preferable

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](#).