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Business Development Manager - Utility Scale Projects

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Company: Harry James Group

Location: United Kingdom

Category: other-general

The Harry James Group is working in partnership with a globally recognised, smart technologies company who is currently expanding due to market demand. Our client is looking to add Business Development Managers to their existing team. The candidate will be accountable for the entire sales process, from creating demand through originating solutions sales and closing profitable opportunities for New Build and Service Agreements in the United Kingdom. Main Responsibilities:– Originate new business opportunities for Energy Storage Solutions (ESS) in the United Kingdom, including hardware & software for new build and service agreements.– Accurately forecast and deliver sales ranging in magnitude from £10 – £150M+ each with profitability and risk profiles according to company directives.– Own customer relationship and opportunity business case/es (Capex & Opex).– Create strong market presence and increase awareness of clients' energy storage solutions.– Develop, manage, and grow long term relationships with key customer accounts throughout energy storage project lifecycle.– Create and execute strategy and account planning for assigned customers.– Create new opportunities from named accounts, influencing customers' decisions by aligning their needs with our clients' value proposition.– Prepare and submit offers for energy storage solutions.– Lead contract lifecycle from origination through negotiation, closing, and Notice to Proceed (NTP), activating and directing internal colleagues including BDM-Commercial, BDM-Lifecycle, legal, proposal management, engineering, management, and others as needed in a matrix organization.– Enter timely and relevant data on opportunities and accounts in SalesForce CRM (funnel management). Main Requirements: – 5 – 10 years of experience managing business development strategy and execution within the

renewable power market specific to Energy Storage solutions. Interested, APPLY NOW!

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