

Group Product Manager – BESS

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Company: Clarke Energy

Location: United Kingdom

Category: other-general

Job Title: Group Product Manager – Battery Energy Storage Systems

Department: New Technologies

Reporting to: Group Business Development and Marketing Director

Scope: Worldwide

Location: UK

Job Purpose: Supporting sales and business development of new technology

Majority of time spent: Technical evaluation and business development

Responsibilities:

Develops strong internal relationships within Clarke Energy's global operations

Support business in development of battery energy storage system related projects

Stay at the forefront of technological developments in the battery energy storage system sector, building supplier relationships

Continually gather and analyse supplier technical and market data and industry trends within the market

Maintain database of suppliers and communicate latest developments within Clarke Energy's global operations

Be a subject matter expert for the product amongst industry peers and colleagues

Relationship management with key group and industry contacts for input to roadmap and

strategy

Determine end customers' needs and desires by conducting extensive research and analysing market information.

Supporting group business development director in front of strategic direction for new technology strategy

Work closely with group application manager for microgrids to identify synergies.

Prioritisation of leads and opportunities

Creation of leads in less developed markets

Generation of new market opportunities

Develop and translate the product strategy into a user-focused requirement

Assess market competition by comparing the company's product to competitors' products and solutions.

Obtain product market share by working with key contacts around the group to understand and support product sales strategies.

Lead coordinator for pan-company knowledge sharing groups for BESS.

Ensure progress is communicated efficiently and effectively to new technology knowledge group and into new technologies special interest group. Particularly legislative departments, market trends, key indicators in attractive regions.

Technical/Professional Knowledge and Skills:

Engineering and/or scientific technical background

Strong knowledge of global battery energy storage system technology and suppliers

Understanding of the role of BESS for grid stabilisation and microgrids

Business acumen, particularly sales, business development and marketing

Strong IT skills -Microsoft Office, PowerPoint, Word and Excel in particular.

Numeracy skills to facilitate technical evaluations and market assessments

Knowledge and understanding of gas engine, battery and new technology market.

Person specification:

Good communicator and the ability to persuade people.

Curious and inquisitive about the market, technology, people and culture and solutions.

Good problem solver

Supportive of and able to work well with colleagues, across multiple regions and cultures.

A self-starter, proactive in managing their time and workload and working to tight deadlines.

committed to quality and improvement.

Keen to seek out and act on ideas for self- improvement.

Education and experience:

Engineering or Scientific degree standard of education, master's degree desirable

Energy storage technology industry experience

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