

## Senior Business Model Consultant & Business Model Consultant

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Company: Energy Systems Catapult

Location: Birmingham

Category: business-and-financial-operations

**Salary: Senior Business Model Consultant £50-58k per annum + Benefits and for the Consultant role £40-48k + Benefits**

**Status: Permanent /Full-time strongly preferable (requests for part-time/flexible working arrangements are welcome)**

Transitioning to a low-carbon energy system to meet the 2050 net zero target is one of the most complex and important challenges that humanity faces, and the introduction of new services and products will play an important part in helping us achieve it.

A core focus of the Energy Systems Catapult is to support businesses, from startups to SMEs, accelerate their offerings (mostly digital, hardware and service related) into the energy marketplace and as a Senior Consultant or Consultant you to be at the heart of that, as we continue to help innovators to design new business models using a unique mix of energy, engineering, and commercial expertise.

As a member of the Business Model Innovation team, you will be involved in multiple collaborative projects with a broad range of external stakeholders and other internal catapult teams, those teams provide expertise in both technical (whole system energy sector expertise, trial & test, solution scale up), and commercial (markets, consumer offerings, investments, and funding) areas.

Your core focus will be on assessing the commercial viability now and in the future of emerging energy business models and creating a detailed understanding of the future revenue and cost structures in the energy sector, identifying new value and how that can be delivered at scale.

## **You.**

We imagine that your background may well be in an area such as sustainable finance, energy policy, energy product /service creation or energy markets and you will be keen to put that knowledge and knowhow to good use in a consultative capacity as you look to help businesses address their commercial innovation challenges.

Strong skill sets in areas such as financial modelling, quantitative research, financial analysis, existing or new energy asset analysis, report writing and presenting are particularly sought after. We will also be expecting you to be able to evidence the positive impacts and outcomes that the projects you have worked on has resulted in.

### **What can you expect to be doing day to day?**

You will be working on multiple, varied and interesting projects, which in turn means that what you do from day to day will not be prescriptive, however you will regularly be:

- Leading or support the provision of expert advice and analysis to inform business cases, economic evaluation and cost benefit analysis.

- The Senior Consultant will act as Technical Lead, where required, on the delivery of medium and major value category projects, whilst the Consultant will provide support on those projects.

- Manage or contribute to the delivery of Business Model Innovation team projects and provide expert input into other ESC projects.

- Produce or contribute to high quality presentations, reports and commercial analysis for other internal teams and clients.

- Lead on or contribute towards thought leadership in the energy market on new energy business model.

- Lead on or support Business Development, including medium and major category bids and proposals to ensure the team is supporting regular and impactful pipeline of work.

- For the Senior role, you will be responsible for the line management and development of a Business Model Analyst/s as well as providing technical and project guidance /advice to the wider team.

So, if you have an impactful track record of making sense of commercial and financial

complexities (if that's in the energy sector great!) and formulating proposals, solutions and ideas that make good business sense and have the ability to communicate those in an engaging straightforward way, this could be the career opportunity you were looking for. If you feel you meet some of the criteria, but not all, please feel free to apply and outline why you might be a good fit for this opportunity.

### **Next Step:**

This is a chance for you to deliver real impact by supporting client's commercial innovation challenges and by doing so help tackle decarbonisation. Opportunities like this do not come around too often, do you really want to miss out?

So, if you love a challenge, are excited by the opportunity to do worthwhile work and like the idea of working with a diverse, committed group of people who are enthusiastic about what we do, we would be delighted to see you apply.

### **Next Step**

So, if you would like to continue to develop your career in transport decarbonisation, and in doing so have a meaningful impact on the energy transition and the UK's drive to hit Net Zero, then look no further. You may have just discovered the opportunity you were looking for. We welcome applications from all, including those who may be returning to work, those wishing to work flexibly for any reason, and those who may need additional support.

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