



**ENERGYQUOTE JHA**

**Job Title:** European Business Development - Germany

**Reporting to :** Head Of Consultancy

**Staff responsible for:** Currently none.

**Company Background**

Energy Management Brokers, trading as ENERGYQUOTE JHA, is an independent and privately owned pan-European energy consultancy who has been delivering bespoke solutions to Customers since 1973. Pioneers in product development and technological solutions we were the first company to launch a UK e-sourcing energy platform and services across Europe.

We have built long term relationships with many Euro 500 and FTSE 250 customers, both in strategic consultancy and the delivery of energy procurement. Its wider services include a web based e-sourcing system for power and gas, full bureau services with data monitoring and financial management capabilities, market pricing and analysis, market intelligence publications, workshops, seminars, risk management, Carbon and Sustainability and energy and water audit services.

ENERGYQUOTE JHA has offices in London (UK), Horsham (UK), Milan (Italy), Liege (Belgium), Brussels (Belgium) and Iasi (Romania).

ENERGYQUOTE JHA is a dynamic and energetic company. It thrives on the ability of its employees to demonstrate leadership, solid commercial judgement and a desire to drive the company forward providing solutions with a "can-do" attitude.

**The Market**

The European energy market for major energy users is worth more £100 billion annually and over the last 3 years has gone through significant changes leading to sharp increases in volatility and price risk facing users. Consequently users are looking externally to companies like EnergyQuote to provide Strategic support, market intelligence, procurement support and risk management tools as a means to manage risk.

Currently less than 25% of European major energy users meaningfully use external consultancy unlike the UK where the figure is close to 70%. We expect Europe will catch up with the UK over the next 2 years and we expect to be one of the major beneficiaries of such an expansion.

**The Purpose of the Job:**

The candidate will be primarily responsible for business development of ENERGYQUOTE JHA's European intelligence services, trading desk and events to the European prospect/ customer base within the German and UK regions. The candidate will also play a crucial role in managing meetings and the sales pipeline for the senior Pan European Consultants

**Career path**

**0 - 6 Months** – Development of prospect base through research and building relationships via workshops and conferences

**6 – 18 Months** – Support senior Consultants in business development of major European energy users with Head quarters based in Germany. Focus on full services proposition.

**18 Months onwards** – Appointment into Consultant position if deemed to



be capable of independently managing business development of major European energy users.

**Duties & responsibilities:**

- **Business development** – Responsible for achieving monthly sales targets for intelligence services and workshop sales.
- **Industry & Services knowledge development** – Responsible for learning industry, services and market knowledge through active participation in company training sessions and following agreed training schedule.
- **Sales Collateral development** – Regularly updating sales collateral for promoting the events and supporting marketing with the development of key messages
- **Database Management** - Maintain the database of 500 core pan European prospects and customers by logging all key profile data. Also maintain the EU forecasting conference database of subscribers
- **Senior Consultant support** – Identify larger sales opportunities and book conference calls/ meetings where applicable. Utilise Senior Consultants wherever necessary to support the sale of intelligence services and workshops. Ensure all sales opportunities are effectively followed up by the most appropriate Consultant.
- **Workshops/ conference management** – identify the correct database for marketing the events and manage email contact with marketing from 1<sup>st</sup> contact to questionnaire and final post event email to ascertain further sales opportunities.
- **Account Management of EU intelligence subscribers** – Account management of existing intelligence subscribers to ensure annual renewal of agreements and full assessment of terminations.
- **Marketing support** – Support marketing with campaigns to prospect base through providing input into collateral creation and key message development.
- **Services development** - Provide on going input for further services development.

**Person Specification**

The essential attributes for this role are:-

- Able to present professionally to an Executive level through clear and structured communication.
- Fluent in expressing thoughts and commercial ideas, able to sell yourself and the value based service offering.
- Excellent commercial awareness including profit & loss understanding.
- Capability to engage and lead staff in other functions within the business.
- Astuteness at observing the key drivers to success of high value B2B relationships.
- Ability to take complex B2B requirements and develop appropriate supporting processes.
- Persuasive, brings people around to their way of thinking.
- Ability to understand complex processes, markets and systems and identify high value commercial adjustments.
- Ability to manage a number of projects and ensure agreed business objectives are achieved.
- Excellent in the management of process and detailed information.
- Ability to drive to an agreed solution.
- German Native
- Fluency in English.

Experience & qualifications:-



**ENERGYQUOTE JHA**

- Previous business development and relationship management experience within the 'energy' related sector.
- A proven record in operating integrated marketing activities.
- A thorough understanding of electricity and gas procurement mechanisms and consultancy service offerings.
- A proven understanding of project management methodology.
- A business related degree or equivalent would be preferable.
- A good working knowledge of Microsoft software (Excel advanced).
- A record of success in general and people management.

**CV's**

Please send all CV's by email to [job.application@energyquote.com](mailto:job.application@energyquote.com)