Business Development Manager

Salary: Market Competitive + up to 30% performance bonus

Benefits: Up to 7% matched Pension, private medical insurance, and travel insurance

Hours/days per week: 37.5 hours/5 days

Place of work: South Oxford Office with travel

Reports to: Chief Commercial Officer

About us

Heat in buildings accounts for more than a third of the UK's total carbon emissions, with more than two million businesses and 24 million homes burning fossil fuels for heating.

To achieve Britain's climate goals, there is an urgent need for a national shift from fossil fuel heating to low-carbon alternatives—and heat networks offer a proven, scalable option.

1Energy is the UK's leading developer of low-carbon, city-heat-networks. Our mission is to decarbonise heat in cities and towns across the UK, accelerating the transition to net zero.

Our heat networks provide the lowest cost, simplest and fastest route to decarbonising heat at scale and a long-term foundation for healthier, greener cities.

In just over three years, 1Energy has grown from a start-up to having over £600m of heat networks in development, with ambitions to deploy £1bn within the next eight years into building new networks.

1Energy is backed by a dedicated fund established by Asper Investment Management, which supports the development, construction and operation of our networks.

Our team are leaders in the heat network industry—having delivered and operated more than 100 district heating projects over the past 15 years.

About the job

To support our growing portfolio of projects across the UK, we're expanding our frontline sales team. We're looking for a Business Development Manager to engage directly with prospective customers, leading contract negotiations to sign up new customers to connect to 1Energy heat networks.

We want someone who is passionate about our mission, excited by our ambitious growth targets, and dedicated to bringing the benefits of our low-carbon heating offer to the customers and communities we serve. As a rapidly growing team, we need someone with a start-up or entrepreneurial mindset, who can adjust to change and keep up with a fast-moving business with proven experience of complex technical sales.

What you'll do

Business development

- Develop our sales pipelines and strategies across all projects ;
- Engage with prospects and support them to connect to our low-carbon heat networks, advocating their environmental, economic, and social benefits;
- Lead the contract negotiations to contract signature.
- Work with our Chief Commercial Officer and project teams to improve our offer, the customer journey, and project marketing and communications materials;

Customer success

- Provide guidance and support to our customers throughout the onboarding process, to ensure they achieve their goals while having an optimal service experience;
- Lead commercial negotiations and contract management as required;

Events and media relations

- Support our project teams to deliver face-to-face or virtual workshops and events tailored to potential customers and key stakeholders; and
- Support the delivery of media strategies and campaigns promoting our networks and key project milestones.

What you'll need

- Previous B2B sales experience and a strong interest in promoting district heat networks, sustainability, and/or the energy industry;
- Familiarity with district heating networks and their components or a willingness to develop a working knowledge of these technologies and the sector in general;
- Strong commercial understanding and experience of commercial analysis to support customer decision making;
- Contract negotiation experience;
- Excellent verbal and written communication skills, and experience making presentations and drafting customer offers / proposals;
- Experience using Hubspot CRM software would be ideal (though not essential);
- Strong interpersonal and influencing skills, and experience building and maintaining relationships using a consultative sales approach; and
- Genuine passion for our mission to accelerate the transition to net zero and an eagerness to make the transition to low-carbon heat as frictionless as possible for our customers.

1Energy's team is comprised of head office remote and on-site roles, with our team members based across the UK; for this role, however, occasional travel will be required to meet with customers, stakeholders and colleagues.
All applicants must be eligible to legally work in the UK.

Work with us

If this sounds like you, we'd love to hear from you. Please send us an email with your CV to: info@1energy.uk