

Associate – Business Development

Start date: ASAP

Duration: Permanent

Background:

Transport, thermal and electrical energy systems are experiencing unprecedented change due to deep cuts in emissions required globally. These systems are becoming ever more interconnected as electrification emerges as the cornerstone of transport and thermal decarbonisation.

The post-farm food, retail and logistics sectors represent about 20% of UK energy consumption and more than £118bn p.a. in consumer spend. As well as being large energy users, these sectors are impacted by energy systems convergence as they are not only a major consumer of energy, but also critically reliant on transport, heat and cooling to operate. At the same time these sectors are attempting to navigate an unprecedented set of challenges relating to an evolving market and tightening legislative factors.

Flexible Power Systems (FPS) is committed to decarbonising the food, logistics and retail sectors. By understanding the detail of our customers' operations and emerging hardware and software technologies FPS is building an ecosystem of hardware and software innovations across thermal, electrical and transport energy systems to help the food, retail and logistics sectors cost effectively decarbonise their operations whilst maintaining service levels.

The Role:

Reporting to the Strategy and Business Development Manager, you will work on a variety of collaborative R&D and client funded projects.

We will train you to:

- undertake low carbon technology and market assessment;
- conduct quantitative business case and market analysis and optimisation; and
- handle customer and key stakeholder interactions.

We will expect you to contribute to our business by:

- working on client projects in the strategy consulting and NGO sector;
- executing research elements and contributing ideas to our R&D projects;
- developing our partner relationships; and
- supporting sales and fund-raising activities.

Requirements:

The role requires significant quantities of quantitative technical analysis and so a degree level qualification or higher in a numerate discipline (e.g. economics, engineering or physics) is necessary. Useful software skills include:

- Drive Cycle Simulation tools
- Matlab
- Excel (power user and familiar with VBA)
- Sharepoint or other KM systems.

Prior experience of the following is desirable:

- Client/customer interactions
- Bid development
- Consortium building
- Technology rich environments
- Project management
- Quantitative techno-economic analysis and business research

Experience of the following fields would be highly beneficial:

- Energy systems (vehicles, stationary (on and off grid)
- Mechanical and electrical energy storage and generation technologies
- Electricity or transport market regulation
- UK or European grant funding/SBRI contracts
- Start-up or other dynamic work environments
- Database environments
- Programming languages (e.g. python)

Further Details:

- Salary grade for this role ranges from £28-35k p.a. depending on experience and qualifications.
- The company operates a pension scheme that it contributes 2% of salary to your 3%.
- Whilst the company does not yet offer an equity ownership scheme it is management's intention that one will be established for qualifying employees during 2019.
- Holiday entitlement is 25 days p.a. excluding bank holidays following probation.
- The Company's offices are in South West London near Clapham.
- The role will also require travel to UK and overseas clients and partners from time to time.

Application Process:

Please submit a CV and covering letter to info@flexpowerltd.com.

Successful CVs will progress to interviews in London with FPS's leadership team.