

Business Developer and Account Manager (m|f|d)

Full-time | Darmstadt, Germany

Energynautics is a dynamic company specializing in grid integration of renewable energy and innovative sustainable energy concepts such as smart grids. At the interface of industry and research, we provide consulting services to a wide range of clients such as grid operators, manufacturers of components for renewable energy systems and government agencies, associations and non-governmental organizations. We also organize annual international conferences in the field of grid integration of renewable energies and electromobility.

Our team is growing and we are looking for a Business Developer & Account Manager in our Darmstadt office.

About the role

This role puts you at the forefront of the global energy transition. You will lead the efforts in business development in all action fields of Energynautics, impacting both strategy and implementation of business operations. Additionally, you will oversee proposal and tender activities, ensuring that we capture the most interesting tenders and deliver high-end offers. Your role will focus on consolidating the business intelligence spread across the engineering teams, closely collaborate with the upper management for strategy development, monitor the industry for relevant developments, and lead and coordinate the business development activities.

Your role and responsibilities:

- Account management: Build and maintain strong relationships with clients and partners, ensuring seamless communication, keeping our network informed on our developing capabilities and capturing business and partnership opportunities. Develop relations in ministries, relevant organizations and lobby groups.
- Steering, structuring and coordination: Closely following the industry trends and events, discuss and consolidate with the engineering managers the developments and business strategies, developing value propositions and presenting to the solutions and project ideas to the clients.
- Business data analytics: Analyze relevant data in order to make well-founded decisions and to develop, change and implement business concepts, challenge business roadmap and prioritization to align with our goals for market share growth.
- Proposal management: Screening of the tender announcements of system operators, governments, development agencies and funds, selection of the tenders that match Energynautics' targets, organization of technical and financial proposals, analysis of debriefs, update and improvement of relevant tools and processes (e.g. database for project references, CVs, award status, and proposal templates), management of the entire bidding process from project development to the involvement of external partners and commercial contract negotiations.
- Cross-department collaboration with the marketing team: Work with the marketing team for tailoring the marketing material, representation of Energynautics in the events, workshops and fairs, and improvement of business presentations.
- Representation of Energynautics in events, conferences, trade fairs and lobby activities

Your profile:

- Excellent academic degree with an economic, technical or business focus
- Min 3 years of experience (ideally over 5 years) in the power sector having worked in consultancy or as a stakeholder within the industry, including utilities, developers, development agencies, government or think tanks
- Intercultural competence, strong communication skills and business acumen
- A collaborative mindset with the ability to work cross-functionally and foster strong teamwork
- Mother-tongue or above C1 level German competency
- Mother-tongue or above C1 level English competency
- Experience with preparing and delivering professional business presentations
- Availability for international and oversee travel
- You work thoroughly, have an eye for details and master MS Office, especially PowerPoint, very well
- Experience with CRM-Tools is an advantage
- Spanish/French knowledge is a big plus

Our offer

We are looking for people who want to realize their full potential in a creative environment with a flat hierarchy and open corporate communication. We offer you a positive working atmosphere in a motivated team and performance-based remuneration. The working hours of 40 hours/week can be arranged flexibly within certain limits (flexitime, share of home office possible).

Your application

Please send your application documents to bewerbung@energynautics.com.

In your application please mention the following information:

- Your availability
- Focus of your work to date
- Your IT and language skills
- Your wishes and ideas
- Your desired salary

Contact

Dr.-Ing. Eckehard Tröster
CEO

+49 6151 / 785 81 00
www.energynautics.com/en/career

energynautics
solutions for sustainable development