



Business Development Manager

Location: UK Flexible

Salary: £45-50k

PINNACLE POWER:

Pinnacle Power is a fast-growing innovative business which designs, builds, operates, maintains and finances low carbon district energy networks and building energy systems for communities. We work with local authorities, developers, house builders and property owners to reduce costs, energy consumption and carbon emissions through innovative design and proactive intelligence led system operations and optimisation.

With the decarbonisation of our heating systems now becoming a national imperative we are experiencing rapid growth in demand for the design, build, operation, and maintenance of low carbon district heating systems and for the decarbonization of existing building heating systems, especially to replace distributed fossil fuel heating with centralised low carbon heat generation. Current projects include:

- The design and installation of a ground source heat pump system to provide heating and cooling to a new development of 300 homes a gym and office building in Clapham.
- The design and installation of a heat network in a rural community to replace oil boilers in 300 homes with centralised low carbon heat generation.
- The design, installation and operation of a new city centre wide low carbon district heating system.
- Developing detailed long-term decarbonisation plans for existing large scale district heating networks to allow them to transition from gas fired CHP led generation to low carbon generation.

Pinnacle Power is absolutely committed to an honest and collaborative approach to all our work, to being innovative in everything we do, always looking for better ways to do things and on avoiding the business curses of unnecessary complexity and silos.

Pinnacle Power is part of the Pinnacle Group, a family of businesses providing a comprehensive and integrated range of services to communities and their private and public sector partners. We focus on delivering bespoke solutions with positive outcomes for the communities we serve.

ROLE:

Your lead responsibility will be to provide Business Development to grow the Pinnacle Power Business, working closely with and supported by the wider Pinnacle Power team. Projects will range from single site boiler room and energy centre installations or servicing through to large new build and retrofit district heating schemes.

The compact nature of the business and our rapid growth means that the candidate has significant opportunity to develop their career in a friendly environment. We are looking to develop teams of engineers that will be able to grow into designing a variety of energy related systems. It is anticipated, therefore, that the candidate would be seeking to broaden their skills horizon.



This position will differ from conventional Business Development in that you will be given the opportunity to 'own' a project from inception through to operation with involvement in pricing from bid stage through construction to ongoing O&M and M&B.

SPECIFIC TASKS:

Participating on the delivery of new energy projects during the pre-construction, build and operational phases, working with and supported by the wider Pinnacle Power Team. In more detail this will include:

- Work with existing clients to keep them apprised of and develop our offering.
- Grow relationships with the new-build housing developer and local authority market.
- Look at the wider energy market and identify areas of growth that are not being tapped.
- Understanding of our technical offering and ability to present to clients. Helping clients with technical solutions.
- Work with the commercial team to deliver offers to our clients. The commercial team will price but you would be expected to lead the bidding process, be involved in the negotiations, and kick off the legal contract process.
- Production and management of data flow through the company, including to the board. This will involve collating data from various parties as part of our Governance process.
- Interaction with marketing to ensure that social media opportunities are being explored.
- Attend events on behalf of the company.
- Provide CPD presentations to our clients giving the PP view on the market and technical solutions.

CANDIDATE:

We are looking for someone who is organised, self-motivated and able to lead and manage the development of projects, from bid to contractual completion. The company is relatively small but with very fast growth. The candidate will be able to work as part of a team and take ownership and fulfil their tasks on time.

The candidate will need to be comfortable communicating with team members, clients and clients' engineers and with contractors and specialist suppliers. They will be personable and a good communicator.

We will want you to join our journey toward a more environmentally and technically responsible and effective way of delivering energy systems, moving away from conventional processes into a more innovative and free-thinking environment.

KNOWLEDGE AND QUALIFICATIONS:

- Strong sense of ownership, urgency and work ethic.
- Minimum three years in a sales role, preferably in the energy sector and district heating.
- Familiarity with District Heating Networks.
- Familiarity with Metering and Billing systems and regulations would be advantageous.
- Complete understanding of all Microsoft Office applications.
- Understanding and awareness of UK engineering and construction regulations and standards, including CDM would be advantageous.

SKILLS:

- Understanding of Building Services and Utility Networks is desirable.
- Fully IT proficient; Word, PowerPoint, Excel, email systems etc as a minimum.
- Able to work as a member of a team.
- An entrepreneurial mindset to think outside the box, innovate and do things differently.
- Excellent communication and presentations skills, written and in meetings.
- Good organisational, time management and planning.

WHAT WE OFFER YOU:

- Remuneration: competitive with market. Base £40-50k depending on experience.
- Discretionary bonus based on individual and business performance.
- Location is flexible but would require travel depending on project requirements.
- Permanent full time.
- Holidays 25 days a year plus stats.
- Pension plan provision.
- Private health care scheme available.
- Company phone, laptop etc.
- Continuing learning and development opportunities across teams.

APPLICATION:

To apply please send through your CV electronically and include a short summary detailing your skills and experience to:

rhea.marsden@pinnaclepower.co.uk