

## Manager Project Development and Sales

*Are you the person to shape the climate friendly industry of the future?*

As EnergyNest's Project Development Manager you can contribute to the decarbonization of industry and power generation. If you are ambitious, focused and innovative get in touch with us.

EnergyNest is one of the world's leading thermal energy storage firms. We are the first Thermal Energy Storage company with commercial projects in execution. Our scalable and flexible Thermal Batteries stores waste heat from industrial processes and power production that provides customers both environmental and economic benefits. EnergyNest is ranked among the TOP #3 global companies for CO2 reduction innovations by Mission Innovation.

As Project Development Manager you will be part of our international team identifying, developing and closing leads. You will be facing our clients and managing customer relationships. Your systematic contribution to tactical and strategic planning will shape the success of the company.

We are growing our creative and dynamic team with a Manager Project Development and Sales, who possesses relevant industrial expertise and dedication to realize new opportunities.



### Requirements

The candidate profile requires good to excellent

- ability to thrive in a cross-functional and interdisciplinary team
- general technical knowledge of thermo-dynamic systems
- business economic skills
- capabilities and creativity to analyze and resolve techno-economic challenges

Additional experience and knowledge that are of strong benefit for the position

- thermal power generation plants and related equipment
- industrial processes, plants and the capability to analyze such processes
- energy and electricity markets
- ability to work with incentive and grant schemes

### The candidate shall have/ be:

- master's degree in a relevant engineering subject or an equivalent bachelor's degree with min. 3-5 years of professional experience in project development or sales
- strong drive to develop creative solutions in a challenging and conservative industry
- prepared to relocate for a 12-18 month period to Oslo. The final working base is expected to be in central/ western Europe (e.g. Germany), willingness to travel when necessary
- a EU/EEA resident

### The responsibilities will include, but are not limited to

- Project lead responsibility, reporting to the VP Project Development
- Development of market models and investigation on mechanisms
- Independent identification, development and closing of business opportunities in defined target industries and territories
- Contribution and sharpening to the ongoing "go to market" strategy efforts
- Contributing to or leading any required applications for grants or incentive schemes

EnergyNest offers a competitive market salary, Norwegian pension scheme, corporate insurance package, gym at the HQ, free lunch and mobile phone coverage.

If Interested please send your application with complete resume and references to EnergyNest Office Manager, Susanne Tangen.

Susanne Tangen (st@energy-nest.com, +47 906 69 496)