

Business Development, Europe

- Work with a leading technology company in the emerging space of wave energy
- Build business opportunities in the world's most active markets and beyond
- Promote the company's existing projects in Spain and Australia

Carnegie Clean Energy Limited is an Australian Stock Exchange listed renewable energy technology company with a clear purpose – to harness ocean energy to make the world more sustainable. Carnegie is the owner of the CETO and MoorPower technologies, which capture energy from ocean waves and convert it into electricity. We use the latest advances in artificial intelligence and electric machines to generate electricity in the most efficient way possible. Our team are commercial experts, world class engineers and scientists with a passion for technology, renewable energy and sustainability.

A new Business Development role is now offered for someone who is enthusiastic, proactive and diligent to join our team. The role is based in Europe with flexibility around the specific location but with a preference for areas active in wave energy.

The position:

- Develop strategy focused on securing new opportunities for the company
- Conduct research to build the leads and opportunities database
- Arrange meetings and build good relations with political and industry stakeholders
- Forge long-term relationships with new and existing customers
- Promote the company's technologies and brand at conferences and tradeshows
- Review public funding calls, summarise and make recommendations
- Analyse competitors and relevant projects and document related information
- Assist in project development analysis including financial models and projections
- Assist in preparation of tender responses and other strategic communication materials

About you:

- Passionate about renewable energy and new technologies
- Confidently speak and answer questions about technical aspects of a product or project
- Strong government, industry and investor connections
- Resourceful in finding information to analyse markets and opportunities
- Proficient computer skills
- Previous experience in a similar role
- Excellent communication skills both written and oral

- Ability to be proactive, work independently and as part of an international team

The Company offers:

- Excellent workplace culture
- The chance to work in a rewarding company and be part of the clean energy transition
- Carnegie's employee incentive schemes
- A competitive remuneration package in line with relevant experience and skills

Applications, including covering letter, CV and answers to the application questions below, should be forwarded in PDF format to careers@carnegiece.com with "Business Development" in the subject title. Only shortlisted applicants will be contacted. Confidentiality is assured.

Application Questions

Are you legally authorised to work in Europe?

How many years of experience do you have in a similar role?

What is your indicative salary expectation?

Do you have a relevant qualification?