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# Join Our Team at Copenhagen Energy

*Business Developer for wind & solar, offshore, storage and PtX*

Are you a proactive and driven professional looking to shape the future of renewable energy projects? Here's a remarkable chance to be part of our team and contribute to our mission of combating climate change through innovative solutions. If you're ready to leverage your business acumen and strategic mindset to foster growth and partnerships, then this role is tailor-made for you!

## **The Opportunity:**

Join us in the intersection of collaboration and innovation to create lasting impact in renewable energy solutions. We're seeking a talented Business Developer to lead the expansion of our projects globally. This role offers you the opportunity to lead and grow a team of dedicated professionals while changing the renewable energy landscape.

## **Responsibilities:**

As our Business Developer, you'll play a pivotal role in driving the transition to cleaner energy. Your strategic approach will be essential in identifying opportunities, forging partnerships, and entering new markets for the successful expansion of our business.

- **Strategic partnerships:** Identify and cultivate strategic partnerships to drive business development efforts. Collaborate with stakeholders to expand our project pipeline and explore new opportunities.
- **Market analysis:** Conduct thorough market research to identify trends, competitive landscape, and potential areas for growth.
- **Developer engagement:** Build and maintain strong relationships with potential developers and industry partners. Present our capabilities and offerings effectively to foster interest and collaboration.
- **Project evaluation:** Evaluate project feasibility, potential risks, and financial viability. Provide recommendations on the most promising projects to pursue, considering their alignment with business goals.
- **Proposal development:** Lead the creation of compelling project proposals, considering technical, financial, and environmental aspects. Collaborate with internal teams to ensure comprehensive and competitive proposals.
- **Negotiations:** Negotiate terms, contracts, and agreements with potential development partners. Ensure that agreements align with company objectives and are mutually beneficial.
- **Strategic growth:** Collaborate with internal and external stakeholders, including government agencies, local communities, landowners, contractors, and suppliers. Maintain positive relationships and communication channels to facilitate successful project execution.

**Professional and personal competencies:**

Your impressive track record in dynamic environments, such as project development, demonstrates your ability to thrive in high-paced settings. With extensive experience in business development, you demonstrate adeptness in maintaining comprehensive oversight even under pressure. Your dedication to clean energy and commitment to energy transition align perfectly with our mission.

Moreover, your exceptional personal qualities set you apart:

- **Personal Attractor:** Your natural ability to connect with individuals makes you a magnet for building relationships. You easily forge new connections and establish rapport with diverse stakeholders.
- **Easy Connector:** Meeting new people is second nature to you, and you possess a remarkable talent for creating lasting connections that open doors to new opportunities.
- **Trustworthiness:** Your integrity and reliability are unquestionable. Colleagues and partners alike trust your word, making you a valuable asset in negotiations and collaborations.
- **Infectious Enthusiasm:** Your enthusiasm for your work is infectious. Your passion for clean energy solutions not only motivates your team but also resonates with clients and partners.
- **Relationship Builder:** You have a knack for fostering strong, meaningful relationships. People are drawn to your warmth and authenticity, making it easy for them to confide and align with your business proposals.
- **Positive Influence:** Your positive outlook and approachable nature create an environment where others feel comfortable and empowered, ultimately leading to smoother business interactions.

Apart from the above points it is essential that you are a team-player, self-starter, analytical and organized. You bring a can-do attitude to every challenge, infusing every interaction with a sense of excitement and possibility.

**Qualifications and experience:**

- **Education:** Master's degree business administration, engineering, renewable energy, or a related field.
- **Experience:** A minimum of five years' experience in business development roles. Candidates with less experience are encouraged to apply if they have experience in fast-paced / high impact environments.
- **Language proficiency:** Fluent English communication skills for effective international collaboration. Additional languages is an advantage.

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### What We Offer:

At Copenhagen Energy we're committed to fostering a dynamic and inclusive work environment where your talents and contributions are recognized and valued. When you join our team, you'll benefit from:

- **Meaningful impact:** Be part of a visionary organization driving positive change in the energy transition sector, contributing to a more sustainable future for generations to come.
- **Attractive compensation:** Receive a competitive salary package, including performance-based bonuses, comprehensive benefits, and opportunities for advancement.
- **Exceptional team:** Join a team of professional and highly ambitious colleagues who continuously set the bar high, pushing the boundaries of what's possible.
- **Thrilling growth environment:** Be a part of a young and rapidly growing company with an authentic start-up atmosphere. Here, your innovative ideas will be celebrated, and your contributions will be recognized.
- **Flexible work arrangements:** We value your well-being and offer flexible work arrangements.
- **Social and Professional Events:** Enjoy a well-rounded work experience with various social and professional events, including sports activities and parties, fostering a strong team spirit and camaraderie.
- **Global travels:** Embrace exciting opportunities for business travel, connecting with colleagues and partners from around the world, while gaining exposure to diverse cultures and markets.

### About Us:

Copenhagen Energy A/S was founded in 2020. We specialize in project development and short-term proprietary wholesale power trading with the aim of providing accessible and affordable power around the globe while combatting the climate crisis.

Our success is due to a brilliant and passionate team of colleagues – a team we are currently in the process of expanding further with world-class talent. We treasure diversity and welcome all backgrounds into our team already consisting of over 15 nationalities. We like to work hard, and we also have fun!

We are located in Berlin, Copenhagen (HQ) and Perth with plans to open further offices across the globe.

*Take the next step:*

Ready to seize this one in a lifetime opportunity and make your mark as Head of Projects at Copenhagen Energy? Submit your cover letter and CV today, as we are screening candidates on an ongoing basis. If you have any questions or seek further information, don't hesitate to reach out to Anna Bech at [agb@copenhagen-energy.com](mailto:agb@copenhagen-energy.com).

*Together, let's fuel our journey to success!*