

BUSINESS CONSULTANT

Main job responsibilities

BUSINESS DEVELOPMENT

You will support business development and prospection, mainly through:

- Feeding deal flow with prospects and projects (meetings, customer relationship, support) ;
- Delivering proposals for clients and attending pre-sale and sale meetings ;
- Dedicated market analysis on competition, customers segments and on pricing ;
- Leading and Supporting the building of offers adapted to our customer's needs ;
- Finding local and long-term partners, implementing and maintaining partnerships;
- Contributing to the creation of the marketing and communication documents dedicated to the French, UK or German market (depending on your location) in close relationship with Urbanomy's CMO ;
- You will ensure visibility and attractiveness of Urbanomy and represent the company externally as well as for employee advocacy through taking part in forums, congresses, or EDF internal communication events.

PROJECT MANAGEMENT

You will manage projects for customers, including:

- Management of internal and external contributors to projects in accordance to plan and expected deliverables;
- Ensuring an appropriate operational customer relationship and customer satisfaction;
- Producing deliverables on time and on budget;
- Collecting the customer's feedbacks and draw lessons from the project.

DELIVERY OF CONSULTANCY

You will contribute to the delivery of consultancy for customers in collaboration with Urbanomy's team, including:

- Organise and run workshops with customers to identify needs;
- Coordinate and deliver strategic, economic and technical analysis mixing urban architecture and new techs regarding carbon, energy and mobility innovations and services, economic value and environmental matters;
- Design of strategic vision for urban development and new business models;
- Steer and challenge contributions from internal and external parties, such as EDF R&D contributors, EDF subsidiaries' contributors, partners on the project.

Required Qualifications and Skills

- Master's degree in engineering (civil/energy/electrical/mechanical), with a specialisation in sustainable cities, urban development and/or architecture would be appreciated
- Previous successful experience in an engineering consultancy, real estate developer or real estate investment company. Good understanding of real estate, planning process and urban environment, with a proven network in these sectors.
- Proven successful experience of lead generation in the sector of real estate
- Proven project management capabilities through a minimum of 5-year experience
- Strong understanding of the Energy sector and Local Energy Systems

- Great interpersonal skills, you can adapt to varied and challenging environments and manage numerous projects
- A passion for smart new technologies, sustainable cities
- A drive for innovation and start-up environment
- Strong capability to understand complex problematics linked to carbon
- Adaptability and capabilities to work in an international environment
- Excellent communication skills (oral, written, visualisation of concepts) in English. Successful in elaborating a critical vision of stakes and communicate convincingly. Command of French or German language is a plus.

■ Working Location

We have offices in Paris La Défense – France / Croydon, London – UK / Berlin – Germany.