

Business Development Manager at Innargi

Do you want to join a fast-growing renewable energy company decarbonising heating across Europe?

Are you solution oriented, have a drive to succeed and enjoy leading teams to create and develop successful projects? Do you have background with experience in maturing commercial projects from idea to execution?

If so, then this position with Innargi may be your match!

We are in search of a Business Development Manager with current or recent experience in the district heating sector in Poland.

As a Business Development Manager, you will report to our Senior Business Development Manager in Poland and lead efforts to strategically mature and develop business input with commercial options for successful project designs. You will collaborate with all our departments to drive projects from inception through the feasibility stage and onto contract execution. Your role will involve advancing business leads into commercial projects, utilising both in-country and headquarters resources. Additionally, you will be responsible for implementing projects from the design phase to investment feasibility, including obtaining all necessary formal approvals and cooperating with municipalities, local authorities, and communities.

RESPONSIBILITIES

- Drive and be responsible for the maturation of project opportunities, including the local legal and formal conditions, costing process, technical concept selection and marketing
- Liaise closely across the commercial and technical departments and Innargi's organisation to ensure alignment of technical feasibility with customer and commercial targets.
- Manage the public institution contacts, formal and local aspects of project maturation and delivery including customer partnering.

- In-person meetings with public authorities, local partners and subcontractors and clients
- Liaising with customers, working through commercial and marketing issues and identifying opportunities and risks.
- Drive activities related to external conferences and events
- Drive communication with the city and citizens in close collaboration with PR and marketing departments

REQUIREMENTS INCLUDE

- Understand and know district heating system (business situation, EU requirements and KPI's)
- Bachelor's or Master's degree in engineering or other related subject.
- Business background with significant hands-on experience within business development, technical screening, concept selection, etc
- Strong organisational and analytical skills with the ability to manage multiple projects simultaneously.
- Excellent communication and interpersonal skills.
- To succeed in this role, you must be solution-oriented, and proactive and can drive project teams to successful outcomes.
- Fluency in English along with Polish.
- More than 5 years of experience with the district heating sector in Poland

BACKGROUND

Innargi is a geothermal company delivering energy for heating, founded in 2017 by A.P. Moller Holding and today jointly owned by A.P. Moller Holding, ATP and NRGi. We have projects under development at different stages in Aarhus, Copenhagen, Holbæk, Skanderborg, Sønderborg, Poznan, Kiel, Flensburg, and Budapest.

We are a small entrepreneurial and highly energised organisation. We work hard and we have fun doing it. As a team, we see our different backgrounds and experiences as a genuine source of strength, and we respect each other's technical and functional competencies.

Our structure is lean and flat. We believe strongly in value creation through empowering our employees, and you will have significant independence to impact your role, as well as be expected to collaborate across disciplines.

As Global warming continues to impact climate change, it's time to rethink the way we heat our urban buildings. Innargi wants to heat millions of urban homes while leaving zero impact on our planet by unearthing geothermal energy.

Our natural world is precious, and we can all make small changes to the way we live. But what our climate really needs is change at scale. Solar and wind have already transformed how we produce energy. What those technologies have done for electricity, geothermal can do for heating.

Innargi has the team to make it happen. With our combined knowledge and expertise on subsurface, drilling, engineering, and energy planning and through close partnerships with local district heating companies, we are in a unique position to turn ambitious plans into real change.

The position will be based in Poland with frequent travel to core markets and customers including Denmark.

Read more about Innargi at www.innargi.com

We look very much forward to hearing from you.

**Deadline for applications:
18 August 2024**

Please send your application to HR at HR@innargi.com

For questions or more information about the position, please contact Sr. Business Development Manager, Mikolaj Gajsler at Mikolaj.Gajsler@innargi.com or +48 667624486.

For information about the recruitment process, please reach out to HR at HR@innargi.com