

Core information

| | | | |
|-------------|---|---------------|-------------------|
| Role title: | Lead Engineer: Business Development & Expansion | Remuneration: | £45,000 - £80,000 |
|-------------|---|---------------|-------------------|

| | | | |
|----------------|-----------|-------------|------|
| Working hours: | Full-Time | Start Date: | ASAP |
|----------------|-----------|-------------|------|

| | | | |
|-------------|-----|-----------|-----------------|
| Reports to: | CEO | Location: | London, E20 3BS |
|-------------|-----|-----------|-----------------|

Position and Our Company

ALP Technologies is a profitable renewable engineering energy company based in London, Berlin and New York. We have won numerous awards on research and development projects for technologies to benefit lower income countries covering several different innovative fields and technologies. Our company is designing, prototyping, and testing a state-of-the-art li-ion battery storage system (M-BRIC) that is the smartest and lowest cost in the world for 2 billion people to access renewable energy.

Click here to see more about the M-BRIC: <https://www.youtube.com/watch?v=eblCkggIVC4>

Click here to see more about our mission: <https://www.youtube.com/watch?v=QZFzN7f-wcU>

At Alp, we see the people as the value of our system and as the core of our innovation. We operate with an agile mindset and tackle problems always considering the business case and root cause.

We are a small but fun young company, where everyone shares the same drive to provide electricity to rural areas in low income countries where people need it the most. We believe that efforts should be invested in fulfilling basic human needs first before focusing technology efforts on improving the already good. You can find us in our office is in Hackney Wick, where bars and pubs are not far to enjoy some after work drinks with the team.

We are looking for an ambitious and energetic Lead Engineer: Business Development & Expansion to help us expand our consulting prototype business and clientele. You will be at the forefront of the company and will have the dedication to create and apply an effective sales and business development strategy.

- Develop a growth strategy for our consulting business focused on financial gain and customer satisfaction
- Conduct research to map out new markets and customer needs
- Arrange and conduct business meetings with potential clients
- Map out and implement a customer journey from lead generation to project delivery
- Promote the company's services addressing and predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Build long-term relationships with new and existing customers

Ideally you would have a background in an early stage fast growth company or can demonstrate relevant experience and ambition to manage one.

Highly organized personality trait and project management experience are a must.

Skill Requirements

| Requirements | Essential/ Desirable |
|--------------|-------------------------|
|--------------|-------------------------|

| | | |
|----------------|---|---|
| Qualifications | Degree in engineering, management, business administration, sales or a related technical field; Interest in Renewables and the Energy Industry | E |
| Knowledge: | <ol style="list-style-type: none"> 1. Proven work experience in building processes and growing new ventures within a business 2. Proven sales track record 3. Have advanced leadership and organizational skills 4. Understanding of the product cycle and customer journey in the tech industry 5. Be able to successfully work on own initiative 6. High degree of empathy 7. Market knowledge 8. Communication and negotiation skills 9. Ability to build rapport 10. Time management and planning skills | <p>E</p> <p>D</p> <p>E</p> <p>E</p> <p>E</p> <p>D</p> <p>E</p> <p>E</p> <p>E</p> <p>E</p> |
| Values | <ol style="list-style-type: none"> 1. Hard-working - Start-up work ethic is a must! 2. Take personal responsibility - self-initiative mind-set and a desire to learn 3. Communicative and team mentality - both traits are important and complimentary in a team project environment 4. Organizational skill/Proactivity - Prioritisation skill with the ability to act in advance, plan-ahead and carry out duties proactively 5. Attention to detail - Must have mentality to check, re-check work and with a mind-set towards risks identification and mitigation | |

Applicants need to be eligible to work in the UK.

To apply for this role, please click [here](#).