

Commercial Manager

Moixa is a high growth venture and energy industry innovator which has established itself as the UK's leading residential smart battery storage company.

Moixa invents, manufactures and distributes smart energy technology including the Moixa Smart Battery range and Moixa GridShare - the battery asset management software platform that enables end customers to maximise the usage of renewable energy and unlock mass adoption of EV technology.

The Moixa team is growing fast and we are looking for a Commercial Manager to work alongside our Business Services Team and the rest of our passionate team in London and Manchester.

We are looking for applicants with a can-do attitude, who should be proactive, creative and reliable. The ideal candidate would have some experience in business development, start-ups or have a Masters in Business Administration. In order to be considered for the role, the candidate should have a strong technical background and an ability to work independently.

Responsibilities:

- Looks for opportunities to grow the business, whether through partnerships, new clients or new initiatives, and works to advance these opportunities to commercial relationships
- Networking and developing new client relationships
- Being responsible for client relationships from first contact to project completion
- Taking the lead on executing tender documents (RFI, RFPs etc)
- Developing accurate and consistent bids with the help of relevant departments across the company
- Supporting the operations and product teams with market and client intelligence
- Feeding into product development activity
- Representing the Company at industry events including making presentations

Your key skills:

- Market development skills to bring new products into the mainstream
- Strong technical attributes to develop a deep understanding of the Company's products and services
- An ability to rapidly develop knowledge and understanding of new technologies and business models
- Creativity in bringing together diverse partners and funders to make leading-edge projects a commercial reality
- A strong interest in technology and innovation
- Be a real team player and have a "roll your sleeves up" attitude

- Strong Excel and presentation skills essential
- Ability to balance and effectively prioritize workload to meet deadlines
- Excellent communication and interpersonal skills
- Flexibility and the ability to multitask

Your ideal experience:

- Previous work in business development, startups or equivalent Masters in Business Administration
- Experience of working in the energy industry and familiarity with renewable energy
- Experience of different international business cultures
- Multi-lingual (preferred, but not required)

Joining us gives you:

- **Competitive salary and stock options package**
- **33 days holiday (including 8 bank holidays)**
- **Private Health Insurance with Bupa**
- **Enhanced Maternity + Paternity Pay**
- **£1000 budget + 4 days paid time for your own learning and development**
- **£500 bonus for referring a new hire**
- **Enhanced sickness pay**

Duration:

Full time

Location:

Farringdon, London. Currently, the company is working from home and we are developing employee-led flexible working practices to manage through Covid-19 impacts.