

Senior Business Developer

- Shape the Future of Renewable Energy with EDF Denmark

Stillingen er:
Besat



Ansøgningsfrist:
Besat

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Would you like to contribute directly to a greener future while developing your career in a collaborative and friendly environment with lots of opportunities for your own growth? Are you the entrepreneurial type of person who understands how to develop a business? Would it motivate you to spearhead new market opportunities and strengthen EDF's position as a leader in renewable energy and decarbonization?

Then you might be the person we are looking for!

About EDF

EDF Denmark is part of the global energy company EDF Group, with headquarters based in France. The group operates in multiple sectors, including electricity generation, transmission, distribution, and energy services, focusing strongly on sustainability and the transition to low-carbon energy.

EDF in Denmark specialises in designing, maintaining and modernising technical infrastructure to create smart, sustainable communities. The purpose is to leverage global knowledge in a local context to help the customers accelerate decarbonization. EDF Denmark works with public and private sector clients to advise on and deliver tailor-made technical low-carbon solutions. They are known for providing a high-quality service and optimising energy-savings for their customers. EDF Denmark is committed to build, own and operate low carbon assets in the region to ensure decarbonisation.

At EDF Denmark, all 85 employees are committed to advancing the energy transition

and driving innovative solutions that enable a more sustainable future. You will report directly to the CEO of EDF Denmark and work closely with your colleagues in the wider international EDF community in Paris and beyond.

What you will do

As EDF's new Senior Business Developer you will drive new business growth by developing and managing new market opportunities within the scope of the EDF decarbonisation strategy. This role requires an understanding of the energy sector in Denmark (and Nordics), with an emphasis on building concepts and strategic relationships to expand market presence and enhance EDF's solution offerings.

EDF is on a growth journey, organically and through M&A's, and you will play an essential role in mastering this journey with the following areas of responsibility:

- **Concept implementation:** Formulate and bring to market value-adding solutions across PV, BESS, emobility, ancillary/grid services and other green energy technology for local C&I clients, ensuring they align with EDF strategy, market trends and customer needs.
- **Market research and analysis:** Perform market research to identify relevant trends and potential areas for growth. Generate strategic insights to help shape EDF Denmark's offerings and support decision-making processes.
- **Stakeholder engagement:** Identify, engage, and nurture long-term relationships with key external stakeholders, including B2B clients, potential partners, consultants, suppliers, and industry bodies. Develop a close working relationship with colleagues in Head Office, enabling/creating knowledge sharing and successful collaborations.
- **Project management:** Collaborate across teams to integrate technical, financial, and sustainability aspects into proposals and project structures, as well as lead the implementation process of new projects.
- **Business cases:** Contribute to robust and informed financial modelling. Develop value-adding business cases and present to senior management/colleagues in Head Office.
- **Strategy development:** Contribute to the development of strategic plans and roadmaps for growth in all EDF Denmark's new business areas. Identify and evaluate new business models, revenue streams, and partnership opportunities.
- **Representation and networking:** Act as an EDF Denmark ambassador and role model at internal and external events. Maintain an active presence in the renewable energy sector to stay informed of advancements, regulatory changes, and emerging trends, sharing relevant insights with internal teams.

You can expect some travel activity within Denmark and occasionally abroad.

Your skills and experience

- Successful track record in business development or project management roles, preferably within the energy, renewable energy, or technology sectors.
- Relevant engineering or business degree
- Good understanding of (and passion about) energy technologies, trends and markets; ideally with an existing network within the industry in Denmark. Specifically, knowledge about PV and BESS within the C&I space is required.
- Working knowledge of the relevant legal frameworks and tools, e.g. NDAs, MOUs etc.
- Strong analytical abilities with experience in financial modelling, business case development, and market analysis.

- Proven ability to build, manage, and maintain relationships with diverse stakeholders, including in both SMV and corporate environments.
- Driven and structured approach: a self-starter who sees things through to conclusion.
- Strong written and verbal communication skills. Capable of delivering clear, persuasive presentations to senior management and external stakeholders.
- Fluent in spoken and written English; ideally also fluent in spoken and written Danish.
- An existing network of contacts within the renewable energy sector in Denmark and the Nordics will be a great advantage but is not a must.

EDF Danmark will strive to provide you with the support, skills development and flexibility that works for you, in and outside of work. EDF Danmark is based at Avedøre Holme in Hvidovre.

Join EDF Danmark in delivering impactful solutions that empower businesses to embrace clean energy technologies and contribute to a greener tomorrow.

Read more about EDF Danmark here: <https://danmark.edf.com/da>

Interested?

Please apply soonest possible (in English or Danish) by clicking the “Apply” button and thereby uploading your CV and application. For any additional information, please contact Founder/CEO Mette Landau from Landau Headhunting by phone: +45 2190 2188.



Landau Headhunting will carry out the recruitment process. Therefore, all inquiries should be directed to Landau Headhunting. We will call in relevant candidates for interviews on an ongoing basis, and we reserve the right to call in candidates prior to the application deadline. We are looking forward to hearing from you!