



Shape the Future of Renewable Energy with EDF Danmark

At EDF Danmark, we are committed to advancing the energy transition and driving innovative solutions that enable a more sustainable future. We are looking for a high calibre **Senior Business Developer** to spearhead new market opportunities and strengthen our position as a leader in renewable energy and decarbonisation. Join us in delivering impactful solutions that empower businesses to embrace clean energy technologies and contribute to a greener tomorrow.

What you'll do:

- **Concept implementation:** Formulate and bring to market value-adding solutions across PV, BESS, e-mobility, 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 Danmark'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.
- **Internal project management:** Collaborate across teams to integrate technical, financial, and sustainability aspects into proposals and project structures.
- **Business cases:** Contribute to robust and informed financial modelling. Develop value-adding business cases and present to senior management/ colleagues internationally.
- **Strategy development:** Contribute to the development of strategic plans and roadmaps for growth in all EDF Danmark's new business areas. Identify and evaluate new business models, revenue streams, and partnership opportunities.
- **Representation and networking:** Act as an EDF Danmark 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.

What we're looking for:

- Successful track record in business development or strategy roles, preferably within the energy, renewable energy, or technology sectors.
- Relevant engineering or business degree.
- Good understanding of (and passionate about) energy technologies, trends and markets; ideally with an existing network within the industry in Denmark.
- Working knowledge of the relevant legal frameworks and tools, e.g. NDAs, MOUs etc.

- Strong analytical abilities with experience in financial modeling, 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 spoken and written English; ideally also fluent spoken and written Danish.

Why join us?

At EDF Danmark, you'll be contributing directly to a greener future while developing your career in a collaborative and friendly environment. We'll strive to provide you with the support, skills development and flexibility that works for you, in and outside of work. We are currently c. 85 staff, based at Avedøre Holme in Hvidovre, and you will also be working closely with our colleagues in the wider international EDF community in Paris and beyond.

Read more about EDF and our services on www.danmarkedf.com.

Please send your CV and cover letter to job@edf-dk.com or contact 92151289 if you have any questions about EDF Danmark or the role. We look forward to hearing from you!

We see diversity as a strength and encourage all qualified individuals, regardless of background, to apply for the position. Therefore, we kindly ask you to omit photos, information about age, marital status, and similar details that are not relevant to the recruitment process.