

# Business Development Manager

We are a rapidly growing ClimateTech business on a mission to disrupt the heating industry with a revolutionary low-carbon heating technology. Decarbonisation of domestic heating is the single biggest challenge facing the UK's goal to reach Net Zero. Heating represents over 17% of all carbon emissions in the UK.

Our product is a smart heat battery - we call it a ZEB. It's a plug 'n' play replacement for a gas or oil boiler, is easy to install and massively reduces the carbon emissions from heating. It uses electricity to 'charge' ultra-high density thermal storage when energy prices and the carbon intensity of the grid are low. Our IoT technology and cloud-based algorithms automatically optimise the ZEB to minimise cost & carbon.

We've been recognised as one of the fastest growing and most exciting ClimateTech scale-ups in the UK. We are a team of over 50 people and recently won the [Ashden Award](#) for Innovation. There's more on our website at [tepeo.com](https://tepeo.com).

## About the role

At tepeo, we are committed to creating a diverse and inclusive workplace where everyone feels welcome and valued.

We are looking for a tepeo Business Development Manager to join the team. You will play a key part in growing our B2B sales by working closely with large Landlords, Local Authorities, Social Housing Providers, Developers and Specifiers to promote and sell our products and services.

You will be responsible for building and maintaining strong, long-lasting relationships and being the key point of contact at tepeo for our Housing partners. Reporting to the Business Development Director, you will have the opportunity to learn and grow within the company while contributing to our mission of decarbonising domestic heating.

## The role

- **Full-time employee** to start at the earliest available date
- **Location:** Hybrid (2 days in the office) 670 Eskdale Road, Winnersh Triangle, Wokingham, RG41 5TP
- Work with the Business Development Director to define and refine a strategy for the 'housing' vertical - setting objectives, strategy and initiatives to deliver on our growth plan.

- Develop a pipeline of clients across this vertical (social housing, landlord & new build) to raise awareness, product knowledge and engagement with thermal storage as a key solution in the decarbonisation of heat.
- Secure, launch and nurture pilots and initial deployments with key clients - working collaboratively with the wider tepeo team to deliver successful case studies which can be used in future business development activities.
- Nurture client relationships to deliver a growing baseline of sales B2B into the housing market - taking key clients from pilot to BAU deployment at scale.
- Prioritise opportunities and ensure effort is focused on those with potential to convert - balancing meeting near term targets with longer term opportunities.
- Work closely with product & policy teams to provide feedback on the opportunities, barriers and changes needed to accelerate sales growth and support our engagement with policymakers as required.

## About you

- Proven experience in a Business Development role in the housing sector (preferably with social housing retrofit programmes).
- Ability to build and develop lasting, mutually beneficial relationships with clients and engage with a range of roles (procurement, sustainability, operations etc).
- Knowledge and demonstrable passion for low carbon heating solutions and a deep understanding of retrofit, heating system products and UK funding streams for housing decarbonisation.
- Highly motivated and energetic sales-focused individual - able to drive near-term results while building a future pipeline.
- Excellent communication and interpersonal skills.
- Ability to thrive in a fast-paced, dynamic environment.
- Demonstrated ability to drive results, meet deadlines, and manage multiple priorities.
- Comfortable using the latest software and technology to drive an exceptional customer experience and maintain alignment with the business.
- Willingness to travel as needed.
- A passion for sustainability and a commitment to promoting environmentally-friendly products.

## Benefits

Salary £48-58k per year

Car Allowance £4500 per year

25 days holiday plus 8 bank holidays and 1 'birthday' holiday

Life insurance

Private Medical Insurance

Optical and Dental Insurance

Income Protection

EV Car Scheme

Cycle to work scheme

Employee Assistance Programme

Holiday Purchase Options

Discounted ZEB for your home

Volunteering day

Collaborative, flexible, and friendly environment

Be part of a growing technology startup and help shape the future of energy

## Getting in touch

If this sounds like it might be the job for you then drop us a line at [careers@tepeo.com](mailto:careers@tepeo.com).

Please include a copy of your CV and any supporting information you think we should have.

We are considering applications on a rolling basis so do get in touch ASAP.