# Job Description

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| **Job Title** | **Business Development Manager – Demand side sales** |
| **Department** | **Commercial Team** |
| **Reports to** | **Chief Commercial Officer** |
| **Responsible for** | **N/A** |
| **Location** | **UK & Ireland (regular customer travel required)** |

# Job Purpose

We are seeking a commercially driven Business Development Manager to grow demand for renewable biomethane as a low-carbon replacement for diesel across multiple sectors, primarily transport, but also portable power, temporary power generation, and diesel generator replacement applications.

The role will focus on identifying organisations with significant fuel demand and matching them with biomethane supply from anaerobic digestion (AD) sites using Bennamann's upgrading technology. Working at the intersection of renewable energy production and end-user fuel consumption, the successful candidate will develop and secure long-term fuel offtake agreements that support the deployment of Bennamann's upgrading, compression, refuelling and fuel supply solutions.

The position requires a dynamic, commercially astute individual with experience in developing new business opportunities, managing complex B2B sales cycles, and building strategic partnerships. The successful candidate will engage confidently with fleet operators, fuel buyers, commercial energy users, AD plant owners and senior decision-makers to create commercially viable local biomethane supply partnerships that accelerate decarbonisation and drive adoption of renewable gas.

A strong understanding of alternative fuels, including biomethane, CNG, renewable energy and transport decarbonisation solutions, is highly desirable. The individual will play a pivotal role in connecting suppliers and end users, structuring innovative commercial arrangements, and growing demand for renewable biomethane across the UK and Ireland.

# Key responsibilities

**Drive Demand Growth and Fuel Offtake**

- Develop and manage a pipeline of transport, fleet, energy and industrial customers seeking to reduce diesel consumption through the adoption of biomethane.
- Generate new biomethane fuel demand across key target sectors including:
- Heavy Goods Vehicle (HGV) fleets
- Light Commercial Vehicle (LCV) operators
- Construction and temporary power generation
- Events and festivals
- Utilities and infrastructure projects
- Off-grid EV charging applications
- Work closely with Bennamann's equipment sales team to identify and convert new biomethane users, supporting growth in gas sales from Bennamann-supported biomethane-producing sites.
- Negotiate and secure long-term fuel supply and offtake agreements that underpin commercially viable biomethane projects.

**Strategic Partnership Development:**

- Build strong relationships with fleet operators, fuel buyers, energy customers and businesses looking to decarbonise their operations.
- Identify, engage and secure partnerships with organisations operating high diesel-use fleets or applications.
- Collaborate with AD plant owners and biomethane producers to establish local supply arrangements linking production and demand.
- Develop innovative commercial structures that align customer fuel demand with available renewable gas supply.

**Senior Stakeholder Engagement:**

- Operate effectively at C-suite and board level, presenting compelling business cases and influencing key decision-makers.
- Represent Bennamann at customer meetings, industry events, conferences and networking opportunities.

**Forecasting & Reporting:**

- Deliver accurate sales forecasts, pipeline reporting and market intelligence.
- Maintain robust opportunity management through HubSpot and CRM systems.
- Track progress against fuel demand, offtake and revenue targets.

**Communication & Collaboration**

- Maintain clear planning and organisation of customer engagement activities.
- Ensure timely updating of CRM records and customer interactions.
- Collaborate closely with the commercial team to maximise opportunity conversion and customer success.

**Compliance & Process**

- Follow procedures to ensure compliance with company ISO standards and Bennamann policies.
- Align with responsibilities and accountabilities documented within PR-002 MyC RACI.

**Peer group / cross team liaison**

- Maintain a good working relationship with colleagues and peers, reflecting Bennamann values
- Work closely with Chief Revenue Officer and the rest of the commercial team to keep fully abreast of sales pipeline, opportunities and targets

**Reporting and communication**

- Regular updates to hubspot to ensure team and information is current and valid

**Team**

- Proactive member of motivated and engaging team
- Participate actively in team meetings and proactive in own review and development
- Supportive member of Commercial team, role modelling Bennamann values in both internal and external relationships

**H&S**

- Responsible for own H&S (and that of your direct reports), adhering to company guidelines be this in an office / workshop setting, on site, in a vehicle and / or any other reasonable context
- Ensuring H&S is maintained through all department activities
- Highlight any H&S risks you identify to management
- Ensure you have any and all reasonable PPE and highlight any deficiencies to management who will address as required

# Candidate Profile

**We're particularly interested in candidates with:**
**Essential Experience**

- Proven experience developing new business and managing complex B2B sales opportunities.
- Experience within transport, fuels, renewable energy, infrastructure, power generation or closely related sectors.
- Strong commercial and negotiation skills, including experience structuring long-term commercial agreements.
- Experience working with fleet operators, fuel buyers, energy users or industrial customers.
- Demonstrated ability to develop solution-based sales opportunities and manage long sales cycles.
- Excellent communication, influencing and presentation skills, including engagement with senior stakeholders and C-suite executives.

**Desirable Experience**

- Experience within biomethane, natural gas, renewable fuels or wider energy transition markets.
- Existing network within transport, fleet management, renewable energy, energy supply or anaerobic digestion sectors.
- Experience developing fuel supply, energy offtake or infrastructure partnerships.
- Technical sales experience in the renewable energy sector.
- Knowledge of AD, biomethane upgrading, CNG refuelling infrastructure or transport decarbonisation technologies.

| **ADDITIONAL ATTRIBUTES** | **ESSENTIAL** (must have these skills or experience) | **DESIRABLE (**prepared to train or develop in these areas) |
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| **Education/ Training**<br>Specific qualifications and or training | Bachelor's degree in Business, Engineering, or a related field | MBA preferred<br>Engineering background knowledge |
| **Qualities, knowledge & skills**<br>Personal skills, qualities, behaviour, most of these will be essential as many of these cannot be trained | An empathy and affinity with the Bennamann company values:<br>• Safety<br>• Curiosity<br>• Integrity<br>• Passion<br>• Respect<br><br>and traits:<br>Humility, Empathy, Creativity, Innovation, Open Minds, Transparency<br><br>In addition: | |

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| | - Follows procedures to ensure compliance with company ISO standards<br>- Adheres to process and policy, including PPE and uniform<br>- Presentable, with the ability to be a positive representative for Bennamann in relationships with customers and suppliers, ranging from farmers to councillors and scientists<br>- Excellent and proven organisation, planning and communication skills | |
| **Additional factors** | • Territory – UK & Ireland<br>• Frequent customer travel required<br>• Full UK driving licence<br>• All candidates must have the current legal right to work in the UK<br>• Visa sponsorship is not available for this role | |

**How to apply:** Email your CV to people@bennamann.com