



Business Development Manager – Spain (M/F)

About us:

Methane is a potent greenhouse gas that has 20 to 80 times the global warming power of CO₂.

CycleØ, headquartered in London, was founded in 2022 to take immediate action to slow the pace of global warming. As an integrated biomethane supplier, we build, own, and operate small-scale distributed plants in Europe and beyond, mainly for the agrifood industry. Manufactured by our subsidiary, **FNX**, located in the Spanish Basque country, our modular plant designs are fully tested in-house, making for easy deployment at any production site.

Currently we have 18 projects across Europe and Latin America in different stages of development.

About the role:

We are looking for a seasoned Business Development Manager to join the team and support us to expand our client base and biomethane production footprint as part of an aggressive growth strategy.

Role and Responsibilities:

In this role you are responsible for identifying new clients and biomethane production and logistical sites for the CycleØ product range and then working with the business to finalise the product offering through to converting this into a new sales and offtake contracts between the parties.

Marketing, Market analysis & Planning:

- Collaborating with the marketing agency, senior leadership team and investors to help develop a set of marketing materials that clearly communicate the product offering of CycleØ and that will engage / excite the target audience.
- Working with the resources available from the investors and within CycleØ to help identify the target market for our offering in Spain.
- Map out the competitive landscape and understand the pros and cons of the various offerings and help articulate the benefit of the CycleØ offering.
- Finalise a Go-To-Market plan on how CycleØ is going to penetrate the market, be that directly with the farmers / major agriculture players / institutions / other partners. Work through the logistical options of compressed RNG v. liquid RNG for distributed production sites and identify pipeline injection points for centralised projects.
- Attending industry conferences to promote the CycleØ offering and following up on leads from these events and other sources.
- Develop a roadmap for the RNG green certificates (Certificates of Origin, Carbon Certificates, etc) for Spain but also at a European level. Work with traders/marketers of these certificates to establish price points and CycleØ production strategy.

Business Development & Client Management:

- Identifying opportunities and creating leads for the CycleØ offering. Meeting the potential clients (farmer) and then moving the lead through the various stages of the sales cycle, from initial inquiry through to a creating a proposal, presenting the proposal and then through to negotiating and finalising a contract between the parties.



- Leveraging the various resources available to you to successfully secure the contract for CycleØ.
- Building a structured approach on how opportunities will be managed through the inquiry phase through to closing the lead either in a sale or moving energy and efforts elsewhere to an area of greater potential.
- Collaborating with the Manufacturing and Operations team to ensure that the clients are effectively managed and that long term relationships are built.
- Continuing to work with the clients to grow the product offering and sell incremental products as and when they become available.
- Needs to be able to negotiate the offtake agreements as well with the end clients.

People:

- This role won't initially have any direct reports however, as the opportunities and business grow and expand this role could potentially have more junior sales / business development people reporting into it.
- This role is the second dedicated Business development function in CycleØ Spain, in addition to dedicated Business Development functions in Italy and Ireland. You will be working collaboratively across the regions with your commercial counterparts at this early stage in the development of the business, exchanging knowledge and updates, as well as with the operations, engineering, finance and other functions.

Reporting, communication & stakeholder management:

- Maintaining a systematic approach to managing and developing a pipeline so that information sharing and reporting is efficient.
- Provide the CEO / Chief Commercial Officer with reporting that identifies the status of the pipeline, how it is developing and what orders are likely to land in the coming weeks / months so that the other departments (including finance, Manufacturing and engineering) can support and successfully fulfil these orders.
- This person will initially report into the CEO of CycleØ. However, as the business grows, this role will report into the Chief Commercial Officer of the group. This role will also have a dotted line with the Managing Director of the Spanish business.

Critical Experience & Skills:

- Experience in selling to the farming / agri community.
- +10 years experience.
- Degree Qualified.
- Team player
- Energetic, Self-starter.
- Excellent trusted relationship builder.
- Experience on negotiating and finalising contracts.



Join the Team:

Our teams are passionate, driven, and innovative individuals that operate with a strong sense of purpose to “deliver solutions that contribute towards a global shift in scalable and sustainable energy provision for all”.

If you want to help us reduce GHGs and join a team of like-minded people, get in touch with us via join@cycle0.com