



# Chief Operating Officer

## About CycleØ:

Methane is a potent greenhouse gas that has 20 to 80 times the global warming power of CO<sub>2</sub>. 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. 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:

The COO is responsible and accountable for establishing, developing, and leading the operations, business development, and associated P&L of the organisation. The goal being to build a strong pipeline of opportunities and then converting them into new projects that the company can develop (reposition), construct and operate as an integrated supplier of biomethane.

He/she will foster collaboration across the engineering and manufacturing teams to ensure the successful delivery and operation of these facilities on a global basis (initial focus being Europe) and drive the business development and sales teams to achieve P&L and expansion targets.

## Strategy:

- Collaborating with the CEO and the MD of Engineering and Manufacturing to identify the market and country opportunities for each of the various CycleØ product offerings.
- Defining the strategy and route to market to optimise the approach for the various market segments that the company is targeting.
- Providing input on the development and expansion of the CycleØ product offering so that the company can create a sustainable suite of products and services (eg. expansion into digestate processing/fertilizer and Green certificate/CO<sub>2</sub> trading and marketing).
- Acting as a valuable contributor to the corporate development activities, specifically on market opportunities with clients for the various products so that the company is evolving its product set to maximise the market opportunity.

## Business Development:

- In conjunction with the CEO, setting and taking responsibility to achieve the annual sales targets for the organisation.
- Creating, leading and developing a business development team that will actively seek, manage and develop a pipeline of opportunities through to negotiating and securing contracts with clients (farmers / other biomass producers).



- Working closely work with the marketing team so that the company's marketing efforts support the business development strategy, lead generation and ultimately project conversion.
- Ensure that market information including competitor's information, market developments and client's requirements are being fed back into the organisation so that CycleØ can adapt and evolve to the rapidly changing market.
- Developing an appropriate route to market (direct / channel team / etc.) to maximise the market opportunity for CycleØ.
- Negotiating the various off take agreements for the sale of the gas / other off take products.

#### **Operations & Client Management:**

- Once CycleØ has secured a new client, this person will need to ensure that there is capability within his / her team to work with the Engineering and manufacturing team to deliver the product offering. This will include resolving any local permitting regulations / requirements, and identification of local contractors that can assist on the build of the facility.
- This will then flow through to ensuring that the future support requirements for the successful and safe continuous operation of the facilities is in place - either directly or through third parties / external providers.
- Responsible to nurture this client relationship with the aim being to build long term successful relationships.
- Ensuring that there is a methodology for prioritising clients so that we are focusing our energy and efforts on the clients that are going to give long term, profitable business.
- Making sure that CycleØ has a broad range of customers and avoid client concentrations where possible/logical.
- Build and maintain strong collaboration between the various functions including engineering and manufacturing so that the overall client experience is professionally managed.

#### **Reporting, communication & stakeholder management:**

- Developing and implementing the appropriate tools, systems, processes and reporting to operate the business development function including CRM, sales incentive schemes, pipeline, backlog measures, etc.
- Working with the CEO and other leadership team members to identify and put in place asset of operational reporting metrics and tools that ensure that the business is focusing on the right areas, tracking performance, and evolving as required.
- Identifying with the various stakeholder (CEO and other leadership team members) and implementing the appropriate communication mechanisms so that people are effectively informed, connected to the business and contributing as appropriate.



### **Critical Experience & Skills:**

- Experienced sales and business development executive
- Track record of successfully managing P&L's and budgeting
- Proven ability and track record of building, motivating, and leading a successful European sales team.
- Commercial experience of negotiating and securing contracts.
- Experience of ongoing client management responsibility.
- Proven ability of successfully operating across many European markets.
- Growing a business in new countries.
- Experience of working in the biogas / Industrial gas industries.
- +15 years of experience.
- Degree Qualified.
- Energetic, Self-starter.
- Excellent trusted relationship builder that is known as a team player.

### **Preferred skills / experience:**

- Ideally has worked in an early-stage organisation where it was required to build a BD / sales function and local operations capability from a nascent stage.
- Other European languages a plus, particularly Spanish
- Experience with developers/construction of industrial greenfield projects

### **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](mailto:join@cycle0.com)