



Fuuse

Empowered to
Achieve More

Job Description

Business Development
Manager



About Us

Based in Lancaster, Fuuse has rapidly established itself as one of the market leaders in the EV charging software industry. Powering electric vehicle charge points Fuuse is at the heart of one of the world's biggest emerging industries by powering the electrification journey with all the environmental and societal benefits it brings.

Working with a diverse mix of over 300 end clients including SSE, Scottish Power, Arnold Clark, BCA, Bentley, Toyota, Suez and Veolia, Fuuse is enabling the monitoring, maintenance, payments, energy optimisation, and controlling access to their charging infrastructure, which in turn powers over 100,000 vehicles who interact with our platform every month.

Together we process enough electricity to power the whole of the UK for an hour, and this is doubling every three months and payment processing exceeds £6 million a year.

Beginning as a team of four working on an Innovate UK grant during Covid we're now 65 highly-motivated and expert staff based across the UK and Ireland. In 2023 we grew by over 300% and aim to do the same again for the next few years.

This hyper-growth has attracted significant investor interest, and we recently closed a Series A round raising £8.7 million from YFM Equity Partners and our long-term backers Par Equity, which will power our path to profitability.

Our exciting journey comes with its challenges and its rewards. Every member of our team has share options and everyone can benefit from a rapidly changing workplace where opportunity, challenge and enjoyment are there at every turn.



Role Overview

As a **Business Development Manager**, you will play a pivotal role in driving Fuuse's expansion within the EV charging and SaaS sectors. You will be responsible for identifying new business opportunities, building strong relationships with key stakeholders, and closing high-value deals that align with the company's strategic objectives. This role demands a combination of industry expertise, strategic thinking, and a proven track record in business development, particularly within EV charging infrastructure and SaaS.

Key Responsibilities

- **Market Expansion:** Identify and pursue new business opportunities in the EV charging and SaaS sectors to meet and exceed revenue targets.
 - **Relationship Building:** Cultivate strong, long-term relationships with prospective and existing clients, partners, and industry stakeholders.
 - **Sales Strategy:** Develop and implement business development strategies to grow Fuuse's market presence across key verticals, including corporate fleets, public charging networks, and charge point operators.
- **Lead Generation:** Actively engage in prospecting and lead generation activities, leveraging industry networks and partnerships to create new sales opportunities.
 - **Consultative Selling:** Present Fuuse's value proposition to prospective clients, offering tailored solutions that address their specific needs within the EV charging and software management space.
 - **Deal Negotiation:** Lead contract negotiations, ensuring mutually beneficial terms while maintaining a focus on profitability and long-term partnerships.
 - **Market Insights:** Keep up-to-date with market trends, competitor activities, and customer needs within the EV charging and SaaS sectors to drive strategic initiatives.
- **Collaboration:** Work closely with internal teams such as marketing, product development, and customer success to ensure a seamless customer journey from prospecting to onboarding.
 - **Reporting:** Provide regular updates to senior management, including sales forecasts, pipeline management, and progress against business targets.

Your Skills

Qualifications and Experience

- **Industry Experience:** Minimum of 5-7 years of business development experience, ideally within the EV charging infrastructure, renewable energy, or SaaS sectors.
- **Proven Track Record:** Demonstrated success in driving sales growth, closing high-value deals, and expanding market share in a B2B environment.
- **Network:** Existing network within the EV or energy sectors is a strong asset.
- **Consultative Sales Approach:** Ability to articulate complex technology solutions in a clear, compelling manner and tailor sales approaches to specific client needs.
- **Strategic Thinking:** Ability to identify long-term opportunities, analyze market trends, and develop growth strategies.



What we offer

- A competitive salary depending on experience, and opportunity for bonuses or commission based on performance.
- 25 days holiday
- Flexible hours
- Hybrid working
- A workplace pension
- Access to Health Assured Employee Services
- A scale up environment where you'll have a voice in the business as we grow our products and services.

Apply now:

Send your CV to
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