



## Gravitricity Head of Business Development / Commercial Director

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Gravitricity is an energy storage technology company based in Edinburgh. We are currently closing a seed finance round to fund the deployment of our 250kW Concept Demonstrator and to build the commercial team.

**Gravitricity is recruiting a Head of Business Development. The right candidate could become Commercial Director (Board level) in time.**

The Company has been funded by UK Government grant to date, alongside Directors, expects to deploy a full-scale prototype in 2020 or 2021. This will be followed by fully commercial systems around the world from 2022. Gravitricity will develop its early projects as SPVs with project partners, but in due course will sell equipment and expertise to 3<sup>rd</sup> party project developers. The Company is supported by international winch partner Huisman Equipment BV and global construction giant Vinci Energies.

### Brief

You will work directly with the Managing Director to develop and implement Gravitricity's Commercial Strategy.

- Building the Commercial Team during 2019-20 from a small base (you), including management and recruitment of the expanding team.
- Expanding on previous work to identify early niche markets for Gravitricity's technology, particularly at operating mines, and building up data on energy storage revenues in target markets.
- Creating and populating a long-list of possible mineshaft projects around the world; shortlisting priority sites; completing feasibility work; developing projects.
- Develop strategy for prioritising BD effort on a regional and mine-by-mine basis
- Leading grant applications and negotiations for deployment of full-scale prototype;
- Working with the MD to formalise the Industrial Consortium that is taking Gravitricity to market: building from NDAs through MOUs and towards Supply Agreements and Series A investment
- Prominent role in Series A and B fundraising and strategy. Assisting part-time FD with reporting to existing shareholders. A public face of Gravitricity Ltd, including presenting at conferences, etc.
- Negotiating and contracting role for Gravitricity's first full-scale project, expected to be a 4MW system in a UK mineshaft 2020-21.
- Develop strategy for projects in sub Saharan Africa, probably including set-up of project office in South Africa and possibly elsewhere.

### Requirements

A self-starter happy to take up a core role in a small team. Should have 5-10 years' commercial experience in an innovative industry and have managed teams. Experience in **Mining**, **energy project finance** and/or **power utilities** are desirable but not essential. Experience and connections in **South Africa** would also be useful.

The right person will be a team player prepared to flip between day-to-day work and high-level negotiations with partners and investors. The ability to spot and jump-at an opportunity is essential.



## Conditions

- Location: Edinburgh.
- Full time role (though all staff are encouraged to work a 4 day week)
- Pay: depends on the individual
- Options. Gravitricity has committed to a 15% options pool for senior management and staff. Depending on experience, you will be eligible as a core early team member.

If interested please email a CV and description of yourself, with a clear statement of when you could start in Edinburgh, to [charlie.blair@gravitricity.com](mailto:charlie.blair@gravitricity.com) .