JOB ROLE & RESPONSIBILITIES

Job Title: Business Development Analyst

Department: Business Development

Location: London, United Kingdom, with hybrid working

Reports to: Business Development Manager

Job Role Summary

Electricity generation is the single biggest emitter of CO2 in the world. If you care about the environment, and want your work to have a clear purpose, floating offshore wind is a sector where you can make a real contribution.

Gazelle Wind Power is developing a floating offshore wind platform designed to make deep-water wind more cost-effective and easier to deploy. We're a small team with big technical and commercial goals, including the Nau Azul pilot in Portugal and growing interest from international developers and partners.

We're looking for a Business Development Analyst to join the Business Development (BD) team and report to the Business Development Manager. This is a hands-on role in a fast-moving company. You'll support grants, market intelligence, commercial documents, partner engagement, investor materials, and internal planning. You'll also be close to strategic discussions, helping the team assess opportunities, prepare decisions, and turn ideas into clear actions.

Because the team is small and the workload is growing, we need someone who can take ownership quickly. The right person will bring initiative, structure, and good judgement. You should be comfortable driving workstreams forward, chasing inputs, keeping documents under control, and making sure nothing important gets lost when priorities shift.

This role is suited to someone who is ambitious, organised, and calm under pressure. Someone who can move fast, ask the right questions, and keep the work together when the pace gets intense. You'll have the chance to grow with the company, shape how the business development function works, and help bring a new floating wind technology closer to market.

Key Responsibilities:

- **Market Intelligence**: Build and maintain a clear view of the floating offshore wind market, including developers, projects, competitors, platform concepts, auctions, tenders and policy changes. Turn this information into sharp briefs that help the Business Development Manager and leadership team make better commercial decisions.
- **Fundraising Support:** Support Gazelle's wider fundraising efforts by identifying public funding opportunities that fit the company's commercial priorities. Lead grant funding initiatives and applications from screening to submission, including fit checks, planning, drafting, partner input coordination and deadline control, so funding activity directly supports Gazelle's business development goals.
- **Commercial Support**: Support the management of Gazelle's commercial pipeline by keeping Salesforce accurate, preparing developer and partner meeting materials, supporting trade show preparation, tracking next steps, and helping move opportunities forward with discipline and pace.
- **Commercial Materials and Decks**: Own the upkeep of Gazelle's core BD materials, including company decks, customer presentations, investor materials, conference content and trade show materials. Make sure these materials are accurate, current and commercially useful.
- **Cost and Business Analysis**: Contribute to Gazelle's cost model, LCOE analysis and business model work by gathering assumptions, testing data quality, preparing clear outputs, and helping translate technical and market inputs into commercial insight.
- **Project Support:** Contribute to key projects, including Nau Azul when required. This may include stakeholder management, supply chain follow-up, permitting, project documentation, and coordination across technical, commercial and external parties.
- **Business Operations**: Help the BD function stay organised as the company grows. Maintain the BD SharePoint structure, manage document version control, track NDA follow-up, and support process implementation so the team can move fast without losing control.

Requirements / Attributes

- **Commercial and Technical Understanding**: Able to work across business and technical topics, ask sharp questions, and turn technical input into strong commercial material for customers, partners, investors and funding bodies.
- **Ownership and Initiative**: Ready to take responsibility for workstreams quickly, move tasks forward without waiting to be chased, and bring structure to open-ended problems.
- **Research Skills**: Strong desk research skills, with the ability to track markets, policies, grants, tenders, competitors and developer activity without losing the thread.
- **Analytical Discipline**: Comfortable working with Excel, assumptions, cost inputs, simple financial logic and structured trackers. Able to spot weak data, question inputs and present conclusions in a practical way.
- **Writing and Communication**: Excellent professional written and spoken English. Proficiency in another language at C1 level is preferred. Able to tailor communication for customers, partners, internal teams, senior management and public funding bodies.
- **Organisation and Reliability:** Disciplined with deadlines, file naming, version control, meeting notes, follow-up and document control. This role needs someone who can keep the work steady when priorities change fast.
- **Teamwork**: Comfortable working close to leadership, taking input from technical colleagues, supporting the Business Development Manager, and managing several priorities at once without losing control of the detail.
- **Adaptability**: Able to work in an early-stage company where priorities shift, information is incomplete, and good judgement matters as much as process.
- **Interest in the Energy Transition**: Genuine interest in renewable energy, offshore wind and the commercial work needed to bring new energy technology to market. Knowledge of the offshore wind industry is preferred.

Qualifications

- 2 to 4 years of professional experience in business development, grants, market research, project support, consulting, renewables or a related area.
- Engineering degree preferred, but degrees in business, environmental studies or communication sciences will be considered.
- Knowledge of the offshore wind industry is preferred. Fluent working English and an additional C1 level language (preferable).
- Strong Excel and PowerPoint skills required; Salesforce or other CRM experience is useful.

Why Join GWP?

- **Purpose-driven work**: You will directly support the energy transition by helping bring more clean energy into the grid and reduce dependence on fossil fuels.
- **Work on a leading floating wind technology:** Gazelle is working to become one of the leading solutions in floating offshore wind. In this role, you'll have a front-row seat to that journey and help move the technology closer to market.
- **Be close to strategic decisions:** Join a small commercial team where your work will be directly visible to the executive team. You'll help prepare the market, funding and stakeholder information that shapes company decisions.
- **Grow with the company:** This role gives you room to take ownership early, build workstreams from the ground up and become a reference point for how the business development function operates.
- **Learn across the business:** Interface with multidisciplinary technical, commercial and finance teams.

- **Help build the route to market:** Support a company model based on engineering services and technology licensing, with direct exposure to developers, partners, public funding bodies and investors.
- **Flexibility:** The role is based in London, mostly remotely, with recurrent get togethers to collaborate with the team. We trust people to manage their time, stay close to the team, and deliver the work properly.

Role Approved by: Adrian Griffiths

Date: 21.07.2026