

JOB TITLE	Business Development Analyst (Renewables)
JOB FUNCTION	Commercial
REPORTS TO	Trading Director
SCOPE/PURPOSE	
<p>Ornella Underwriting Ltd is working with our partnering MGA in the US to launch, develop and grow a hugely successful renewable energy product from the United States market into various European markets.</p> <p>We will engage with technology and project developers who seek capital to commercialise their novel and sustainable technologies. As a risk assessment and insurance solutions provider, we will analyse both commercial and technology risks to design innovative solutions that transfers risk from the capital markets to the insurance markets. This unique approach will enable our clients' financing and reduces their cost of capital, which accelerates the commercialization of their solutions and the growth of their business. This in turn promotes the deployment of critical innovations to address climate change, pollution, and other issues facing our world today. The insurance product is underwritten by an A-rated global insurer with extensive experience in the sector and with this specific product.</p> <p>We are looking for a Business Development Analyst with an interest in industrial and renewable projects supporting the energy transition and a desire to develop a multi-disciplinary career at the intersection of insurance, finance, technology innovation, and industrial project development.</p> <p>The successful candidate will need to be an analytical thinker, highly motivated to work as part of a team and on solo projects. They will require a strong entrepreneurial spirit and have experience dealing with industry leaders and senior executives and directors. They will receive extensive training both stateside and in Ireland and must be willing and have the ability to travel to throughout Europe.</p>	
KEY RESPONSIBILITIES	
<p>The role will focus on the following responsibilities and the candidate will receive training and mentorship from a team that believes in mutual support and personal growth:</p> <ul style="list-style-type: none"> • Managing the communication flow between Ornella, our expert partners, the clients, and Insurers • Coordinating the business development, insurer capacity and diligence teams to support their activities. • Collaborating with stakeholders to prioritize effectively, based on business value, risks, and constraints. • Collecting and analyzing data to identify trends, patterns, anomalies, and other helpful information to assess market demand, opportunity and competition to support facility and product development. • Managing, developing and executing upon an extensive pipeline of business opportunities • Utilizing Salesforce CRM and other internal underwriting tracking software • Establishing and nurturing strong relationships with key industry figures in the Insurance (Renewable Energy) sector (brokers) and the technology development and finance industries • Manage standard insurance documents through the execution cycle, including managing the preparation of underwriting presentations, materials and invoicing. • Occasionally travelling domestically and internationally to client/insurer meetings and conferences 	

- Familiarising self with market trends, leading market publications and appropriate resources
- Consolidating and sharing insights with team in a concise manner for more informed judgements regarding business opportunities and product development

Above is the current list of your duties and this may change from time to time depending on business demands.

Education and work experience

- CIP qualified or equivalent
- A degree in a field related to industrial solutions for the energy transition or sustainability (e.g., engineering, science, environment, economics, business, insurance, finance) or equivalent industry experience.
- Previous experience developing and maintaining customer relationships is essential.
- Insurance industry experience ideally with a strong focus on technical underwriting and sales of Commercial risks ideally with a renewable energy focus
- Passion for sustainability and familiarity with renewable energy/decarbonisation pathways and developments
- Previous experience working with guarantee or warranty products would be an advantage

Knowledge & Skills

- Analytical thinker. Use industry resources to understand the industry, identify trends and proactively apply to business needs.
- Initiative-taker and strong communicator. Ability to multitask, stay organised, and display a strong attention to detail.
- Professional Collaborator. A team player with a desire to work with close-knit and supportive colleagues.
- Motivated attitude and an openness to explore new ideas and questions.
- Strong relationship building skills – role is a key link between the various stakeholders.
- Ability to engage with senior management and develop detailed management reports.
- Outstanding interpersonal skills
- Strong quantitative skills

Nice to haves

- Experience in or exposure to related industries – engineering, project finance, related insurance products or professional services.
- Familiarity with Salesforce or similar CRM systems
- Familiarity with macro trends. Renewable energy, bioeconomy industries or similar industries both commercially and technologically