

Job Spec Code: LP16

Job Title: Commercial Analyst – Solar (Low Carbon Homes), British Gas Net Zero

Scene setter:

Within British Gas Zero, we have a huge opportunity to help customers, and the nation, prepare for a net zero future and support them through ‘a once in a lifetime energy transition. We’re one of the best-known services brands in the country. We have a family of door-opening brands that are the envy of many, and we’re really excited about the future.

Why? Because we’re evolving to become a truly purpose-led organisation, helping millions of customers to fairer, greener future. We are changing the way we operate to ensure there is a relentless focus on commercial performance. Our Net Zero strategy is to capture significant market share in fast growth net zero markets, building a business around Hive that future proofs our retail positions and offers a route to sustainable profit over time.

The Net Zero Commercial Team designs and takes to market leading customer propositions to build market presence and scale. We also work side by side with our Energy colleagues to coordinate propositions across Energy 2.0

Solar is our lead product in 2024 given its ability to deliver immediate value and return for customers on their Net Zero Journey. We are interested in a candidate who can provide diversity of thinking to our business area, helping our build our Net Zero capability in an agile way.

Overview of role:

The Net Zero Commercial team is responsible for bringing new and exciting propositions to market that help customers save carbon and cash. The team is creating value led propositions across Heat Pumps, Solar PV, Batteries, Insulation, EV, Smart Heating and Home Health Check and is working to ensure we build long and lasting relationships with our customers, via Hive.

The Commercial Analyst will be focused on Solar commercial performance and will get the opportunity to develop fully integrated propositions, influence channel performance, work with external partners and build strong internal stakeholder relationships.

Attributes we need:

- Readily demonstrates a growth mindset and adaptability
- Relationship builder - strong team player who encourages co-operation, mutual trust, and open communication
- Excellent stakeholder management, able to collaborate well with internal and external colleagues across geographical locations
- Effective networking & influencing skills. Ability to negotiate effectively with internal staff and external service providers

- Someone who will actively challenge status quo to deliver better outcomes
- Applies appropriate techniques to analyse data, generate insights
- Creative; with the ability to spot opportunities and be innovative

From Centrica's Core Capabilities, we're also looking for the following:

- Growth Mindset
- Commerciality
- Customer Focus
- Sustainability
- Resilience
- Challenge & Support

Key accountabilities during placement:

- Supporting the Senior Commercial Manager to deliver end-to-end Profit and Loss (P&L) performance, including revenue, gross margin and Earnings Before Interest & Tax (EBIT)/contribution.
- Defining and delivering the commercial strategy and business plan (including business model, customers, propositions, Go To Market (GTM), fulfilment model & investment priorities).
- Working closely with other Commercial teams (in particular: Digital, Pricing, Marketing, Data Science, Business Development, Finance) across the wider matrix (Fulfilment, Energy, Demand Side Response (DSR)) to ensure overall business plans are robust and compelling, and to ensure successful execution.
- Analysing and identifying key levers of performance across the funnel, as well as creating/leading cross-functional teams to deliver improvements against those levers.
- Delivering high quality and insightful performance reporting.

Essential and Desirable:

Essential:

- An availability date to begin placement from Monday 30th September
- For military individuals:
 - 4 years+ leadership experience
 - A Service Leaver undertaking resettlement – or within 24 months of leaving the Forces and still eligible for CTP support

Desirable:

- Degree educated or equivalent – but not required for this role
- For athletes - coaching experience – high performance

Career potential beyond placement:

We have a huge task ahead of us to help and support customers with their energy transition. Many of our products and propositions are in their infancy and we are in a nascent market for some products, such as Air Source Heat Pumps. As we drive growth through our 2024 plans, this could open up opportunities within our commercial teams as well as in other areas of Net Zero i.e., Operational Excellence or Business Development.

This role will give the candidate good understanding of our customers, the markets we operate in and the commercial sensitivities within our P&L – setting them up for a number of potential opportunities beyond placement.

Location of Placement:	Placement Salary	Length of Placement
Hybrid role based from home with occasional office travel Windsor & London for F2F sessions occasionally	Between £43,000 - £53,000 depending on experience	9 months

Useful web links:

- [Centrica | Home](#)
- [Gas and electricity, boilers and energy efficiency - British Gas](#)
- [Getting closer to Net Zero - British Gas](#)
- [Smart Home Systems with Hive Smart Home Technology | Hive Home](#)