

## Commercial Energy Consultant - (New Business)

- Minimum 3 year's experience working in a similar role for a business energy consultancy required
- £60k OTE (£40k Basic)

Nationwide Utilities is one of the longest established energy consultancies in the UK and we are looking to expand our team so we can help businesses with their energy challenges.

Successful candidates will have a minimum of **3 years' experience working for a commercial energy consultancy** where you have worked with customers on supply contract renewals and energy services solutions.

You will have an excellent understanding of energy purchasing strategies and energy market drivers along with a broad knowledge of energy services, energy technologies and carbon compliance.

### **Responsibilities:**

You will be responsible for supporting the Sales Director and Technical Services Director with developing and growing the business.

You will mostly be involved with new business enquires, selling our services to new clients, attending meetings, presenting to clients, building strong client relationships and increasing revenue.

### **The successful candidate will have:**

- The ability to discuss commercial energy consultancy at all levels
- Organisational skills and be able to maintain the CRM system (Hubspot)
- Excellent understanding of the wholesale energy market and energy risks
- Broad knowledge of energy services, energy technologies and carbon compliance. .
- A consultative approach to delivering energy solutions to meet the client's needs
- The ability to carry out design proposals and put forward recommendations
- Competent in data analysis
- Excellent presentation and communication skills required
- Proven record of hitting individual targets
- Strong commercial awareness
- Experience working with Industrial and commercial clients.
- Excel