

United Kingdom Jobs Expertini®

Flexible Energy Consultant

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Company: Northern Gas and Power

Location: United Kingdom

Category: other-general

Hi, we're Northern Gas and Power

At NGP, we're proud to be the largest energy consultancy in Europe, managing business energy portfolios for over 30,000 clients. Our team of experts guides businesses of all sizes, from SMEs to global organisations, in purchasing their energy contracts with ease and efficiency.

Join our global family, with modern and vibrant offices in the UK, France, Malta, India, and Italy. Be part of a team that's leading the way in energy consultancy and helping businesses make informed decisions about their energy consumption.

The opportunity

The energy market changes daily meaning that every day is a new day, following from the 2022 energy crisis, businesses need expertise now more than ever so we're looking for an experienced energy consultant who can support customers with their flexible purchasing needs. If you're ready to take on a challenging and rewarding role in the energy industry and work alongside an amazing team of traders and analysts, this is the perfect opportunity for you!

We're looking for an experienced energy consultant with a vast history of managing large customer portfolios and complex accounts. Ideally you will have the ability to uncover opportunities above 1GW and manage both acquisition and renewal accounts. Experience of flexible purchasing is desired but not essential as full training is provided.

What exactly will you do?

As a Flexible Energy Consultant, you'll engage various activities such as:

Cold calling potential clients and explaining the benefits of NGP's flexible purchasing

solutions – we want someone who isn't afraid to pick up the phone. This is a B2B role (Business to Business)

Question their current procurement strategy . Determine the customer's current purchasing strategy and find ways to improve it using in depth market analysis.

Manage accounts and work alongside the trading team to support customers purchase decisions and monitor budget performance

Tender preparations and supplier negotiations . You will have access to some unique products and tariffs and recommend the best solution for your customer based on their needs

Manage client relationships. Once you have started to build your client portfolio, you will act as their single point of contact – managing their accounts and monitoring your pipeline for renewal or further business opportunities.

You will receive a thorough onboarding process, where we will give you full product and sales training – everything you need to onboard your first flexible client. After this, you'll be equipped to develop and manage your own client portfolio, enjoying a great deal of independence in organising your time and work schedule.

What we're looking for

Proven sales experience as an Energy Consultant or similar

Experience in managing customer portfolios of 1GW or more

Excellent telephone manner and communication skills – professional and articulate

Ability to work under pressure when needed and achieve sales targets

Ability to manage your own workload and pipeline

Ability to work in a fast-paced, self-directed, professional environment

Driven character, enthusiastic and passionate

Self-motivated, with a drive and passion for success

What's in it for you?

Industry-leading compensation package Negotiable salary £40,000 – £55,000 +

uncapped commission with an OTE of £100,000+

Salary increases based on performance

Rapidly growing user base : Work directly with some of the UK's largest, fastest growing, and most innovative companies

Learn from industry-leading experts : We have cultivated some of the best talent in the industry, allowing you to supercharge your career progression and learn from the best minds out there

Work-life balance : No late finishes, keep your plans with friends and family

Career growth : We enjoy promoting from within!

Unrivalled perks (including but not limited to):

Enhanced annual leave including additional time off in December

Wellbeing, gym and spa discounts

Company getaways and retreats abroad

Festival and Event tickets (such as Silverstone, Wimbledon, Tomorrowland, Lost & Found, Champions League and more!)

Northern Gas and Power is an equal opportunities employer. We are committed to actively promoting equal opportunities in employment and creating a workplace culture in which diversity and inclusion is valued and everyone is treated with dignity and respect. A copy of our Diversity, Equity and Inclusion Policy is available on request.

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