

GLEG

Complexity Simplified

Business Development Executive

**JOB DESCRIPTION & PERFORMANCE
OUTCOMES**

NOVEMBER 2025



About GLEG

GLEG is a UK-based energy and sustainability consultancy specialising in helping large and complex energy users reduce costs, manage carbon, and prepare for a net zero future. We deliver services including carbon reporting, compliance (ESOS, SECR), procurement strategy, energy data analytics, renewable integration, and financial/carbon reporting.

We are committed to promoting equal opportunities in employment. You and any job applicants will receive equal treatment regardless of age, disability, gender reassignment, marital or civil partner status, pregnancy or maternity, race, colour, nationality, ethnic or national origin, religion or belief, sex or sexual orientation.

Position Summary

The **Business Development Executive** plays a pivotal role in driving our growth – identifying and developing opportunities with high-energy-use clients, building trusted relationships, and helping deliver data-driven, sustainable, and financially smart solutions.

This role suits a proactive, commercially minded individual who's motivated by the challenge of helping businesses decarbonise while achieving real cost savings. You'll combine curiosity, tenacity, and empathy to turn conversations into long-term partnerships that make a measurable difference.

The role is 37.5 hours per week at Head Office in Lytham St Annes or Manchester with flexibility of working hours outside of the required core hours of Monday to Friday 09:30 to 15:00 in addition to the flexibility of hybrid working once training is complete.

The role of Business Development Executive is summarised below.

The Role

1. Lead Generation & Prospecting:

- Identify and research potential clients across GLEG's target sectors (manufacturing, logistics, retail, education, and other energy-intensive industries).
- Generate qualified leads through outbound outreach, digital engagement, referrals, and industry networking.
- Build and maintain a healthy sales pipeline using GLEG's CRM system (HubSpot).
- Collaborate with marketing to shape targeted campaigns and thought-leadership content that attract decision-makers.

2. Client Engagement:

- Lead initial discovery meetings to understand clients' energy spend, carbon ambitions, and operational challenges.
- Present GLEG's suite of consultancy and software solutions with confidence and clarity, demonstrating commercial and technical value.
- Work with senior consultants to develop tailored proposals and pricing strategies aligned to client needs.

3. Sales Process Management:

- Achieve and exceed agreed monthly and quarterly sales targets and KPIs.
- Coordinate with consultancy and operations teams to ensure smooth onboarding and delivery.
- Maintain accurate forecasting, reporting, and CRM hygiene – supporting data-driven decision-making across the business.

4. Relationship Management:

- Develop strong, long-term relationships with clients and industry partners.
- Represent GLEG at relevant conferences, exhibitions, and networking events to raise brand visibility.
- Seek client feedback and continuously identify opportunities to add value

5. Market Intelligence:

- Stay ahead of energy market developments, policy changes, and emerging technologies.
- Track competitor activity and share insights to help refine GLEG's strategy and service offering.
- Contribute to strategic discussions around new sectors, products, and partnership models.

Person Specification**Key Skills & Attributes:**

- Proven success in B2B business development, ideally within the energy, sustainability, or utilities sectors.
- Excellent communication, negotiation, and presentation skills.
- Strong commercial awareness, analytical mindset, and attention to detail.
- Self-motivated, target-driven, and able to work independently while contributing to a collaborative team culture.
- Competent in CRM systems (preferably HubSpot) and Microsoft Office tools.
- A passion for sustainability, data, and innovation.

Qualifications & Experience:

- Bachelor's degree in Business, Energy Management, Environmental Science, or a related discipline.
- Minimum 2 years of experience in sales or business development (energy/consulting background preferred).
- Demonstrated interest in energy efficiency, carbon reduction, and sustainable growth.

Key Performance Outcomes

- Number of qualified leads generated per month
- Conversion rate from opportunity to contract
- Total revenue generated per quarter
- Client satisfaction and retention rate
- Contribution to overall company growth objectives

What We Offer

- Competitive base salary with performance-based commission
- Hybrid/flexible working options
- 25 days annual leave + public holidays
- Pension and private health benefits
- Ongoing professional development and training support
- Opportunity to be part of a mission-driven, innovative energy consultancy shaping the future of sustainability reporting

How to apply?

To apply for this role please e-mail a covering letter and CV to recruitment@gleg.co.uk. Please include one example of where you created or managed a financial budget alongside energy/carbon work.

