

GLEG

Complexity Simplified

Strategic Account Manager

**JOB DESCRIPTION & PERFORMANCE
OUTCOMES**

JANUARY 2026



About GLEG

GLEG is a specialist energy consultancy helping large and complex energy users navigate volatile markets, manage risk, improve financial performance, and accelerate decarbonisation. We combine deep industry expertise with clear, data-led insights—helping clients make confident commercial decisions around energy procurement, carbon strategy, and long-term resilience.

As we scale, we're building a team that thrives on ownership, innovation, and delivering high-quality results for clients.

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.

Job Description

The **Strategic Account Manager** is responsible for maintaining and growing relationships with GLEG's key clients, whilst also driving new business opportunities across high-value energy users. You will act as the trusted partner to senior stakeholders, ensuring they receive exceptional service, actionable insight, and proactive strategic support.

This role is hands-on, commercial, and forward-looking. You will directly contribute to revenue growth, client retention, and market expansion.

Key Responsibilities

1. Strategic Account Management

- Own a portfolio of high-value energy clients (typically 20–100+ GWh+) and act as their primary point of contact.
- Deliver exceptional service, ensuring clients understand cost drivers, risk exposure, and decarbonisation pathways.
- Oversee contract renewals, procurement events, tender management, and commercial negotiation.
- Proactively identify opportunities to enhance client value (procurement strategy, demand optimisation, carbon reduction, reporting solutions).

2. Commercial Strategy & Insight

- Stay informed on wholesale markets, regulatory change, carbon policy, and emerging energy technologies.
- Collaborate with GLEG's analytical and reporting teams to ensure clients receive clear, accurate, and timely insight.
- Feed client and market intelligence back into product development, especially GLEG's upcoming reporting software platform.
- Contribute to revenue forecasting and pipeline visibility.
- Lead monthly business reviews and strategic planning sessions with client leadership teams.
- Maintain high client satisfaction, longevity and revenue retention.

3. Internal Collaboration

- Work closely with procurement, finance analysts and carbon specialists to deliver best-in-class outcomes for clients.
- Support internal team development through knowledge sharing and collaborative problem-solving.
- Uphold GLEG's culture of clarity, reliability, and client-focused excellence.

Skills & Experience

Essential

- Proven experience in account management or business development—ideally within energy consultancy, utilities, procurement, or sustainability.
- Strong understanding of energy markets, risk management, and procurement strategies.
- Excellent communication and presentation skills, with the ability to distil complexity into clear commercial advice.
- Demonstrated ability to manage senior-level stakeholders and build long-term trust.
- Strong commercial instincts and negotiation skills.
- Highly organised with an ability to prioritise dynamically across multiple clients and deadlines.
- Self-starter comfortable in a scaling, fast-moving business.

Desirable

- Experience working with large energy portfolios (5GWh+).
- Knowledge of carbon markets, net-zero strategy, or ESG frameworks.
- Experience supporting or selling data/reporting platforms.
- A consultative mindset with the ability to challenge constructively and offer insight-driven solutions.

Key Personal Attributes (aligned with GLEG culture)

- Ownership: You take responsibility and deliver without being prompted.
- Clarity: You communicate simply, transparently, and with purpose.
- Curiosity: You ask questions, seek insight, and always look for smarter ways to work.
- Integrity: You act in the best interest of clients and the team.
- Resilience: You stay steady in volatile markets and thrive under pressure.
- Growth-oriented: You want to be part of a company evolving quickly—and influence its direction.

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.

