

Business Development Manager

Description

About HSEnergy Group

HSEnergy Group is one of the UK's most forward-thinking renewable energy companies. With over 10,000 installations completed since 2015 and a reputation for quality, service, and innovation, we're leading the way in solar PV, battery storage, EV charging, and AI-powered energy optimisation.

Known for our technical expertise, exceptional customer service, and forward-looking product range, we're now entering a major growth phase, expanding nationally across residential, commercial, and education sectors. Our smart energy storage offering is at the forefront of this, helping customers not only reduce energy bills but also generate income through AI-powered grid trading.

We're now looking for an experienced, ambitious Business Development Manager to help drive this next exciting phase of growth.

The Opportunity

This is a rare opportunity to join a fast-scaling company at the forefront of one of the most transformative shifts in energy. You'll play a key role in expanding our reach across both the residential and commercial sectors, introducing customers to the huge benefits of solar and smart energy systems, including energy trading and cost optimisation powered by AI.

If you're passionate about clean technology and want to be part of a high-growth market that's still in its early stages, this role offers significant career potential.

Responsibilities

1. Proactively identify, develop, and convert new business opportunities across residential and commercial markets
2. Conduct site visits to assess customer needs and design tailored solar PV and energy storage solutions
3. Educate customers on the benefits of energy trading, AI optimisation, and battery-first approaches
4. Represent HSEnergy at trade events, conferences, and networking functions
5. Build strong relationships with developers, commercial property owners, installers, and industry partners
6. Manage the full sales process from lead qualification to proposal and close
7. Maintain an accurate pipeline, provide sales forecasting, and meet monthly KPIs and revenue targets
8. Stay current on relevant market trends, regulations, and competitor activity

Qualifications

1. Proven success in B2B or B2C sales, ideally within the solar, battery storage, or broader renewable energy sector
2. Knowledge of energy storage systems is essential, and familiarity with AI-based optimisation or energy trading is a strong advantage
3. Excellent communication, negotiation, and consultative sales skills

Hiring organization

HSEnergy Group

Employment Type

Full-time

Job Location

Lynnm House, 1 Victoria Way,
RH15 9NF, Burgess Hill, West
Sussex, London, United Kingdom
Remote work possible

Date of post

29 August 2025

4. Commercial acumen with the ability to present technical and financial solutions to decision-makers
5. A driven, self-motivated mindset with the ability to work both independently and within a team

Job Benefits

1. Competitive base salary + generous performance-based commission
2. EV scheme or car allowance
3. 23 days holiday + bank holidays
4. Ongoing training and career development
5. Opportunity to join a market leader in AI-driven energy solutions
6. Be part of a dynamic, growing team shaping the future of clean energy in the UK