Sales Manager (UK)

Nexus Green Ltd | Commercial & Industrial Solar

Job Title: Sales Manager – UK

Company: Nexus Green Ltd

Location: London (Victoria) – Office and Field-Based

Reports to: Chief Executive Officer (CEO)

Territory: United Kingdom

About Nexus Green

Nexus Green is an established renewable energy company specialising in solar energy solutions, engineering, procurement and construction (EPC), and innovative financing models.

With a strong track record delivering solar and infrastructure projects internationally, Nexus Green is expanding its presence in the UK commercial and industrial (C&I) market.

Our ambition is to become a leading provider of turnkey solar energy solutions to UK businesses, helping organisations reduce energy costs, improve sustainability and achieve long-term energy independence.

Role Purpose

We are seeking an experienced, highly motivated and commercially driven **UK Sales Manager** to accelerate Nexus Green's growth within the UK commercial and industrial solar market.

The successful candidate must bring an **established and active network of contacts within the UK C&I sector**, particularly among commercial property owners, asset managers, developers, hospitality groups, industrial businesses and other major energy consumers.

This is a senior, hands-on business development and sales leadership role. The successful candidate will be expected to leverage existing relationships to generate immediate opportunities, secure new clients, develop a strong sales pipeline and convert opportunities into profitable contracts.

The role requires a proactive individual who is equally comfortable developing new business, managing senior client relationships and establishing a high-performing UK sales function.

The successful candidate must be able to commute regularly to Nexus Green's London office in Victoria and travel throughout the UK to meet clients and visit project sites.

Key Responsibilities

1. Business Development & Revenue Generation

- Drive new business acquisition across the UK commercial and industrial solar market.
- Utilise an established network of industry contacts to identify opportunities and secure meetings with qualified prospective clients.
- Build relationships with commercial property owners, hotel groups, manufacturers, logistics operators, developers, property management companies and large energy consumers.
- Generate, manage and convert a high-value pipeline of commercial solar opportunities.
- Identify and pursue multi-site contracts, long-term partnerships and strategic framework agreements.
- Take ownership of the complete sales cycle, from initial engagement and qualification through to proposal, negotiation and contract signature.
- Consistently achieve agreed sales, revenue and gross margin targets.

2. UK Sales Strategy & Market Development

- Develop and execute Nexus Green's UK commercial sales strategy.
- Identify priority sectors, geographical markets and high-value customer segments.
- Establish strategic relationships with property groups, energy consultants, commercial brokers and industry intermediaries.
- Develop opportunities for outright EPC installations, power purchase agreements (PPAs) and other solar financing solutions.
- Monitor market trends, competitor activity, energy pricing and relevant regulatory developments.
- Work with senior management to identify new growth opportunities and strategic partnerships.

3. Key Account Management & Client Relationships

- Build and maintain relationships with senior decision-makers, including CEOs, CFOs, property directors, facilities managers, sustainability directors and procurement teams.
- Establish Nexus Green as a trusted long-term energy partner for commercial clients.
- Manage strategic accounts and identify opportunities to expand across multiple properties or operational sites.
- Deliver compelling commercial presentations highlighting energy savings, financial returns and sustainability benefits.
- Maintain regular engagement with clients throughout the sales and project development process.

4. Sales Pipeline, Proposals & Contract Negotiation

- Maintain an accurate, structured and qualified sales pipeline using the company's CRM system.
- Prepare regular sales forecasts, opportunity reports and performance updates for the CEO.
- Work closely with technical and commercial teams to prepare competitive proposals and tender submissions.
- Understand commercial solar project economics, including capital expenditure, energy savings, payback periods, return on investment and financing models.
- Lead commercial negotiations to secure profitable contracts while protecting company margins.
- Ensure a professional handover of successful projects to the design, engineering and delivery teams.

5. Sales Team Development & Leadership

- Support the recruitment and development of a UK sales team as the business expands.
- Establish effective sales processes, reporting standards, performance targets and accountability.
- Coach and mentor team members to develop their commercial skills and conversion performance.

- Create a results-driven, professional and customer-focused sales culture.
- Work closely with the CEO to align UK sales activities with Nexus Green's wider growth objectives.

6. Industry Networking & Market Representation

- Actively represent Nexus Green at UK property, construction, renewable energy and commercial industry events.
- Develop relationships with key industry stakeholders and decision-makers.
- Build referral networks with commercial agents, property consultants, energy brokers and relevant trade organisations.
- Strengthen Nexus Green's brand awareness and reputation in the UK C&I market.
- Identify opportunities for partnerships that can generate recurring and large-scale commercial projects.

Person Specification

Essential Requirements

- **Minimum 10 years of successful B2B or B2C sales experience**, including at least 5 years within the commercial and industrial solar sector.
- **An existing, demonstrable network of UK commercial and industrial contacts**, with established relationships that can lead to genuine business development opportunities.
- Proven experience selling solar PV systems, renewable energy solutions or related energy infrastructure to UK commercial customers.
- Demonstrable success securing high-value commercial contracts and consistently achieving or exceeding sales targets.
- Ability to independently generate leads, develop new business and close contracts.
- Strong understanding of UK C&I solar markets, project economics, financing structures and customer requirements.
- Experience managing, coaching or leading sales teams.
- Excellent relationship-building, negotiation, presentation and communication skills.

- Strong commercial awareness, with the ability to assess project profitability and protect margins.
- Proficiency with CRM platforms and standard business productivity software.
- **Must live within reasonable commuting distance of London Victoria or be willing and able to commute regularly to the London office.**
- Willingness and ability to travel throughout the UK for client meetings and site visits.
- Full, valid and clean UK driving licence.
- Legal right to work in the United Kingdom.

Desirable Requirements

- Strong existing relationships with commercial property owners, hotel groups, industrial operators, property developers and asset management companies.
- Experience securing multi-site solar installation contracts or strategic framework agreements.
- Existing relationships with UK energy consultants, commercial property agents and energy brokers.
- Experience selling solar solutions through PPA, lease or third-party financing arrangements.
- Knowledge of UK solar regulations, MCS standards and relevant commercial energy incentives.
- Experience responding to public-sector tenders and procurement frameworks.
- Experience building or scaling a UK renewable energy sales operation.

Key Performance Indicators (KPIs)

Performance will be assessed against clearly defined commercial objectives, including:

1. **New Business Generation:** Value and quality of new commercial opportunities introduced.
2. **Sales Pipeline:** Development and maintenance of a qualified pipeline of UK C&I solar projects.
3. **Contract Conversion:** Value and number of successfully secured commercial contracts.

4. **Revenue & Margin:** Achievement of agreed sales revenue and gross profit targets.
5. **Strategic Accounts:** Acquisition and development of significant commercial and multi-site customers.
6. **Sales Performance:** Accuracy of forecasting, CRM reporting and sales conversion rates.
7. **Market Development:** Growth of Nexus Green's commercial presence, relationships and partnerships across the UK.

Location & Working Arrangements

This position is based at Nexus Green's UK office in **Victoria, Central London**, with regular travel to client offices, commercial properties and project sites across the United Kingdom.

The role combines office-based activities with external business development, client meetings and site visits.

Regular attendance at the London office is a mandatory requirement. Applicants must have reliable commuting arrangements and be able to attend the office as required by the business.

What We Are Looking For

We are looking for an ambitious, results-oriented commercial professional who already understands the UK solar market and possesses the contacts, credibility and experience to bring new opportunities to Nexus Green.

The ideal candidate will be a **business generator and deal closer**, capable of developing senior-level relationships, opening doors to major commercial clients and converting opportunities into profitable, long-term projects.

This is an opportunity to play a key role in establishing and expanding Nexus Green's UK commercial solar business, working directly with the CEO and contributing to the company's long-term growth strategy.