



**AES**  
Sustainability  
Consultants

Job Opportunity:

**STRATEGIC  
DEVELOPMENT  
MANAGER –  
NON-DOMESTIC**

Apply now to become an  
**Strategic Development Manager – Non-Domestic**

**Salary Range:** £50,000 to £55,000 per annum depending on experience

**Our Benefits:**

- 25 days annual holiday allowance plus statutory days and a holiday buy/sell scheme
- Contributory pension
- Discretionary bonus
- Staff social events
- Flexible hours
- Remote working
- Life Assurance
- Electric vehicle scheme
- Health insurance

## WHO ARE WE?

AES Sustainability Consultants Ltd is an award winning consultancy firm that works with some of the leading UK housebuilders and developers, delivering high quality energy and sustainability advice and assessments to the construction and property industries

## JOB PURPOSE:

As the Strategic Development Manager – Non-Domestic, your primary responsibilities will encompass guiding the development of services within our existing buildings and non-domestic teams, maintaining strong client relationships, and collaborating with the Operations Director and Service leads to enhance the success of non-domestic and existing buildings services.

## JOB RESPONSIBILITIES INCLUDE:

- Identify and cultivate opportunities within existing and new markets
- Provide strategic support to clients and integrate full-service offerings
- Collaborate with senior leadership to execute comprehensive sales and business development plans
- Ensure effective marketing of new services through various channels
- Establish and maintain strong relationships with clients, partners, regulators, and supply chain
- Expand company reach through strategic networking efforts
- Develop and implement strategic business plans aligned with growth objectives
- Exceed sales targets through effective lead generation, negotiation, and deal closure
- Conduct thorough market research and monitor industry trends
- Work closely with cross-functional teams to ensure cohesive business operations
- Generate reports on business development activities and their impact on company performance

## Competencies:

### *Personal:*

- Strong negotiation, influencing, and networking skills
- Excellent verbal and written communication skills Eager, self-motivated, and highly organised
- Good understanding of strategy development processes and methodologies

### *Technical/Specialist:*

- Understanding of current and future legislation, Building Regulations, planning policy, and wider sustainability requirements
- Familiarity with a range of services delivered by AES Sustainability Consultants including: Minimum Energy Efficiency Standards, Display Energy Certificates, Decarbonisation Strategies, PAS2038, non-domestic energy assessments, Whole Life Carbon, sustainability assessments including BREEAM and related services

### *Operational:*

- Ability to develop new processes and communicate these effectively
- Commercial awareness to ensure team contribution to overall financial success