

Head of UK Wholesale

London

Greenenergy supplies road fuel to customers in the UK and Canada. We operate globally with offices in Canada, the USA, Brazil and Dubai and source fuels from around the world, receiving over 700 shipments annually. To deliver fuel to our customers, we also have an in-house haulage operation employing over 250 drivers. Greenenergy is a major investor in the UK's fuel infrastructure, regenerating import terminals that are essential to the country's ongoing supply security. Each employee adds value to the business and the expectations are high. Greenenergy is a big organisation with a small company mind-set. The work is diverse and interesting; we are constantly evolving and improving.

Role:

Due to expansion, we are looking to recruit a Head of Wholesale for the UK road fuels team. This role would suit someone with existing industry knowledge and an accomplished record of commercial success. This role will also require experience in people management. You would have accountability for results delivery and profitable growth. The role would suit someone who is curious, analytical, and commercial, with excellent people skills and is not shy of hard work and commitment.

Expectation:

- » To gain a full understanding of Greenenergy supply economics in all locations, both Greenenergy own and third parties and to ensure supply and price optimisation. To work with the contract compliance team to ensure contract obligations are adhered to and pricing methods are optimised on both the buy and sale side of the contract.
- » To have face-to-face meetings with customers as and when required, this will require travel in order to develop and maintain strong commercial relationships.
- » To build strong relationships with internal and external stakeholders, such as Flexigrid, Terminal staff and Directors.
- » To manage a team of up to 6 staff based in London as well as a remote office, responsible for the tender processes for major national accounts contracts as well as regional customers and spot sales. To include day-to-day line management, setting of targets and leading review meetings.

- » A key part of the role will focus on winning and retaining national account business, managing Greenenergy p&l of customer accounts, understanding operational, supply chain and legal requirements for a smooth-running contract and relationship between Greenenergy and their customers.
- » Review current strategy for the commercial team. Build on this and deliver the plan. Looking at new opportunities, i.e. supply locations, grade portfolio and business sectors. Review pricing methodologies and look at creative alternatives.

To apply for this role please submit a current CV along with a cover letter highlighting how you meet the competencies for the role and detailing your previous experience.

Your cover letter along with your CV will be used to assess your application, therefore applications without a covering letter will not be considered.

Please note, due to the volume of applications we regret to advise you that we are unable to respond to Candidates who are not short listed for this role.

If you should have any queries regarding this position please call Debbie Rees 01827 302298

Strictly No Agencies