

Salary Survey Energy Solutions (Suppliers) 2018-2019



Welcome



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Welcome to our 2018-2019 Salary Survey for Energy Solutions Suppliers.

This report is a brief overview of salaries and benefits and benefits in the sector and has been compiled through a survey made available to our talent pool and online advertising.

The report will give an overview of respondents and then go on to discuss sector salaries and feedback on benefits.

If you'd like to discuss the report further please get in touch:

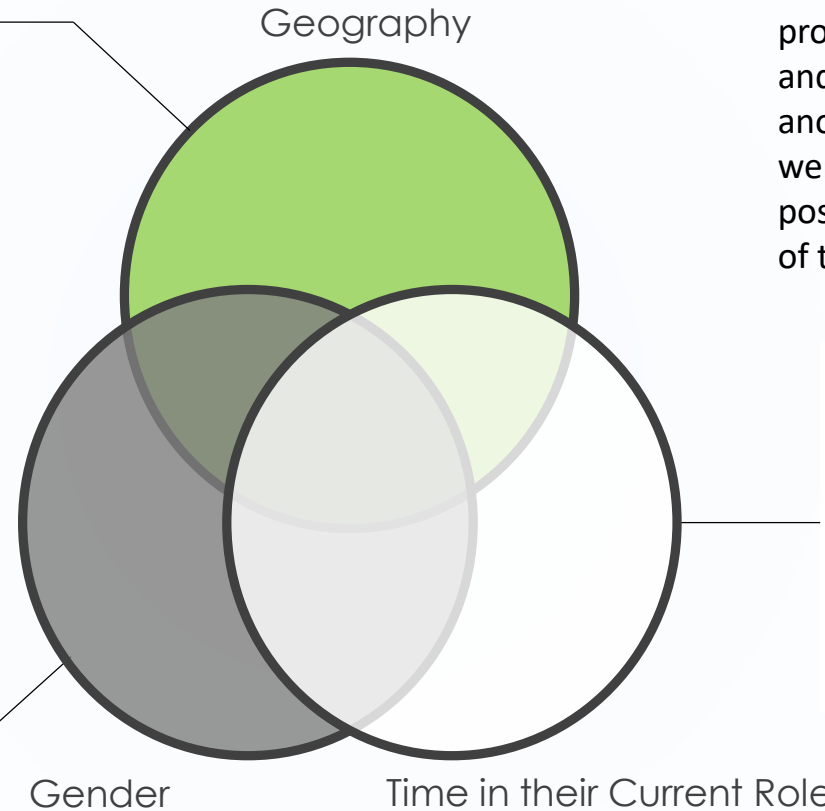
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Who were our respondents?

Our Population of Interest.

Location	Percentage
Greater London	29.79%
South West England	14.89%
North West England	10.64%
West Midlands	8.51%
East Midlands	8.51%
South East England	6.38%
Yorkshire and the Humber	6.38%
Scotland	4.26%
North East England	4.26%
Wales	2.13%
East of England	2.13%
Other	2.13%
Northern Ireland	0.00%



The survey captured a reasonable range of sector professionals in terms of experience, geography and gender. All data was provided on the basis of anonymity for respondents. The respondents were all highly enthusiastic providing detailed and positive feedback in the open comment sections of the survey.

Time in Current Role	Percentage
One year to two years	29.79%
Three years to five years	19.15%
Two years to three years	14.89%
Between six months and a year	12.77%
More than five years	10.64%
Less than six months	8.51%
Prefer not to say	4.26%

Gender	Percentage
Male	70.21%
Female	27.66%
Other	0.00%
Prefer not to say	2.13%

Sales

- Business Development Executive £30,000 to £35,000
- Business Development Manager £46,000 to £55,000
- Sales Manager £41,000 to £62,000
- Sales Director/Head of Sales £70,000 to £110,000

Account Management

- Account Executive £25,000 to £35,000
- Account Manager £41,000 to £55,000
- Client Relationship Manager £43,000 to £72,000
- Account Director £60,000 to £65,000
- Key Account Manager £60,000 to £80,000
- Head of Account Management £60,000 to £72,000

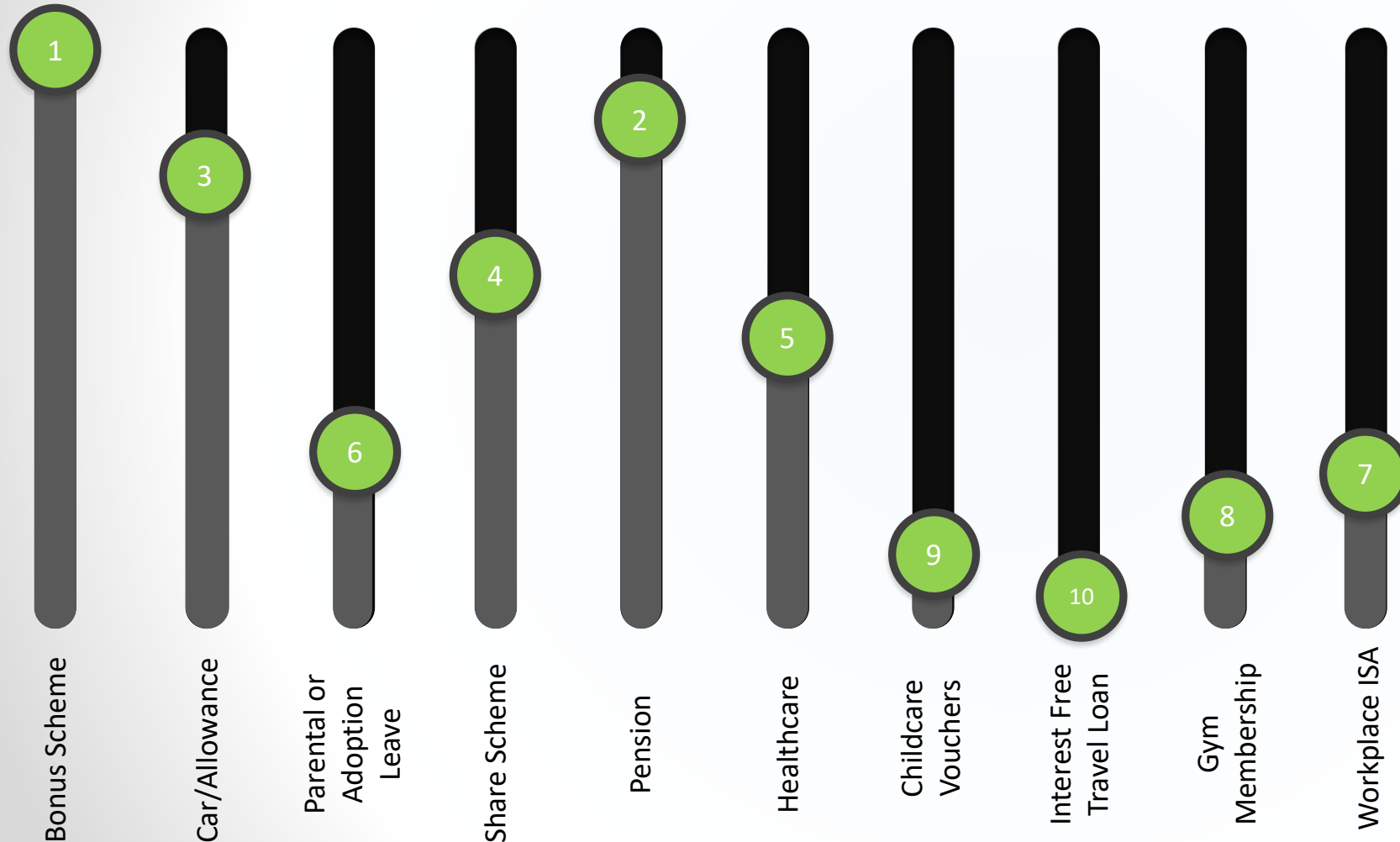
Trading

- Junior Trader £30,000 to £45,000
- Trader £45,000 to £90,000
- Senior Trader £60,000 to £100,000
- Head of Trading £85,000 to £125,000

Risk

- Risk Analyst £20,000 to £48,000
- Risk Manager £38,000 to £57,000
- Senior Risk Manager £45,000 to £66,000
- Head of Risk £70,000 to £90,000

Where Benefits Ranked

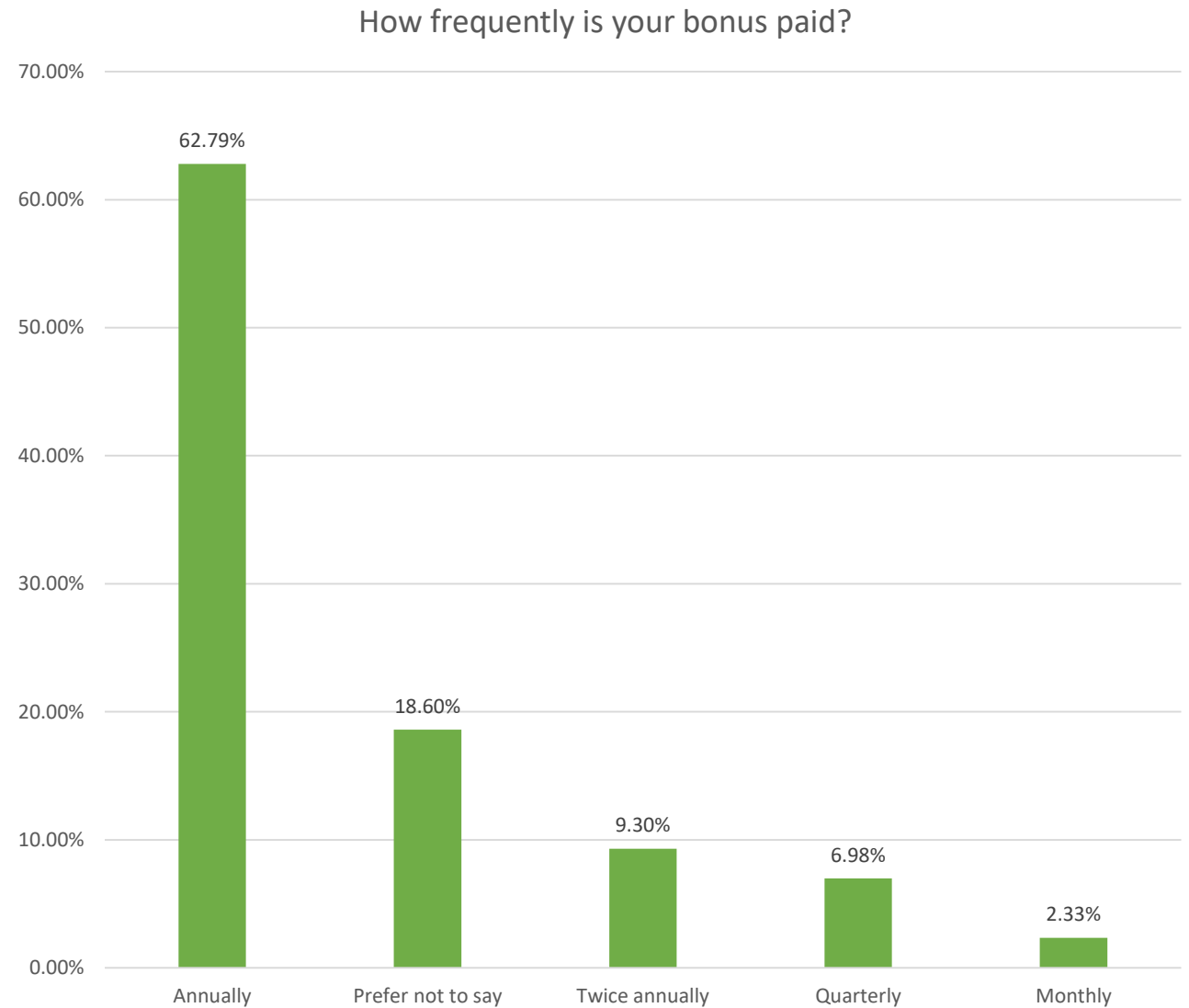


Respondents tended to have the more traditional benefits such as bonuses, car or car allowance and pensions.

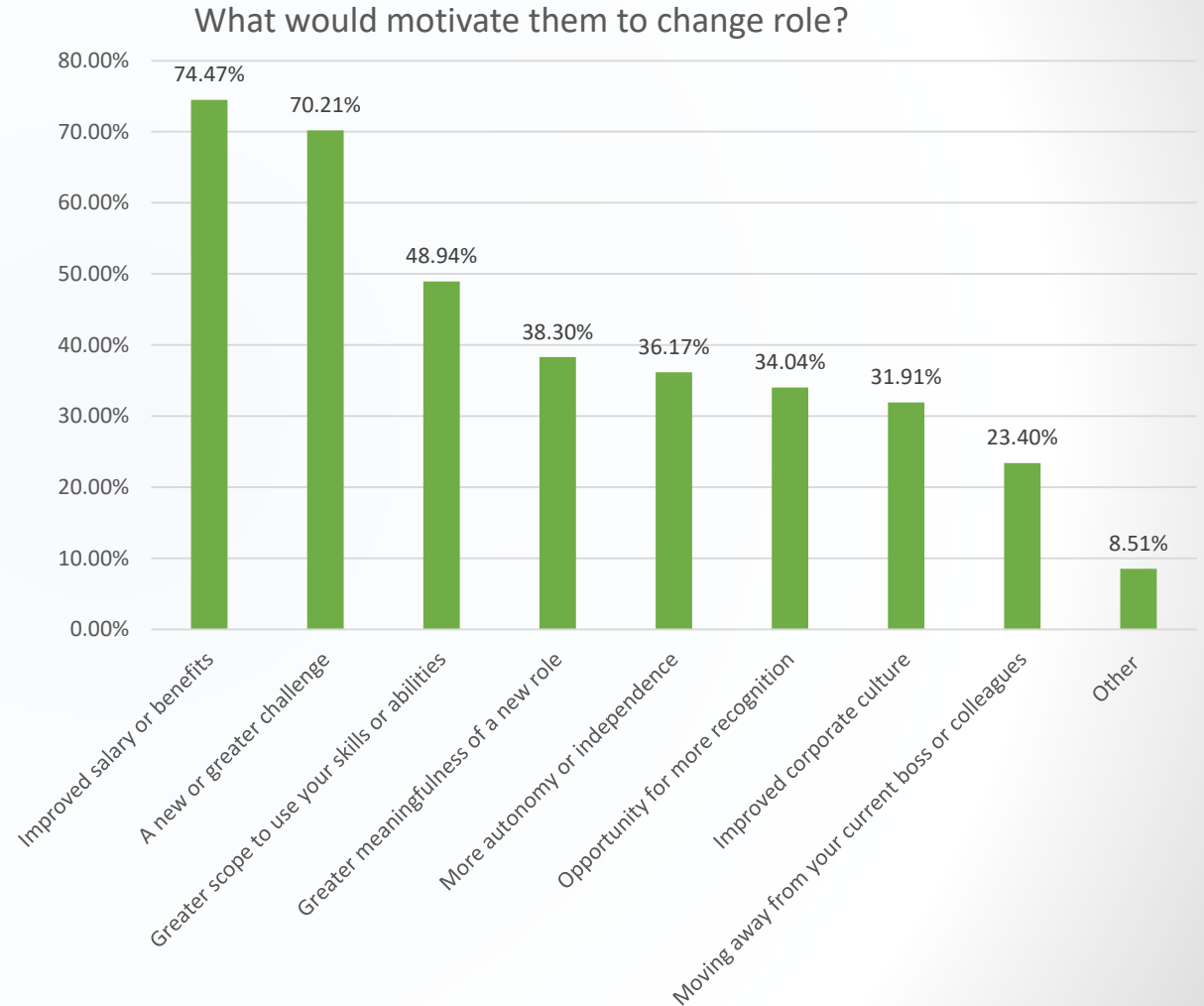
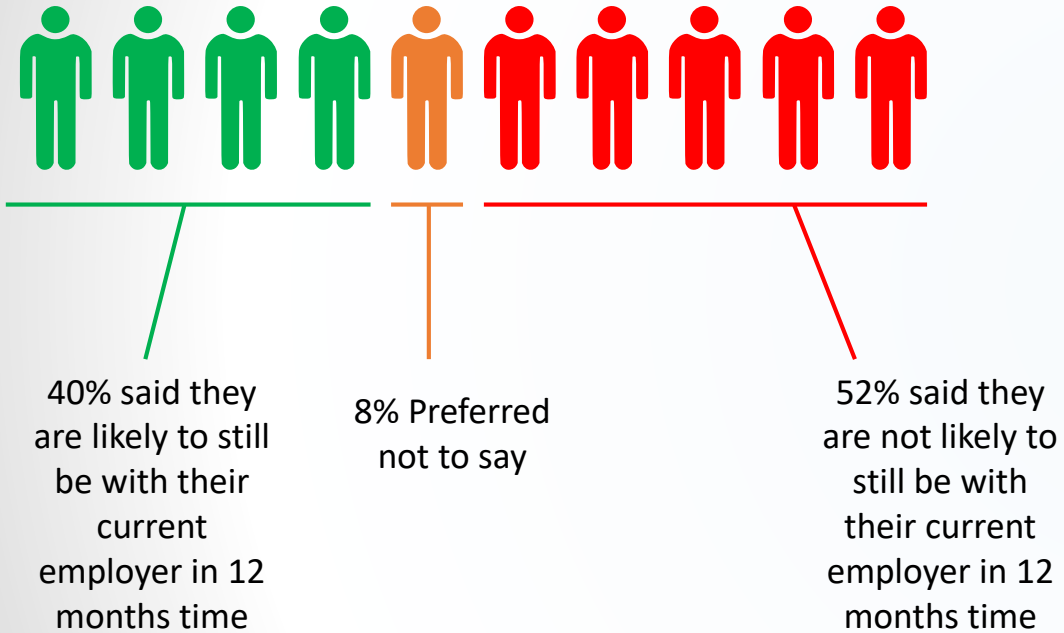
The selection of benefits available to be ranked was chosen through an earlier pilot study – surprisingly very few respondents were interested in either flexible working or holiday levels.

Bonuses

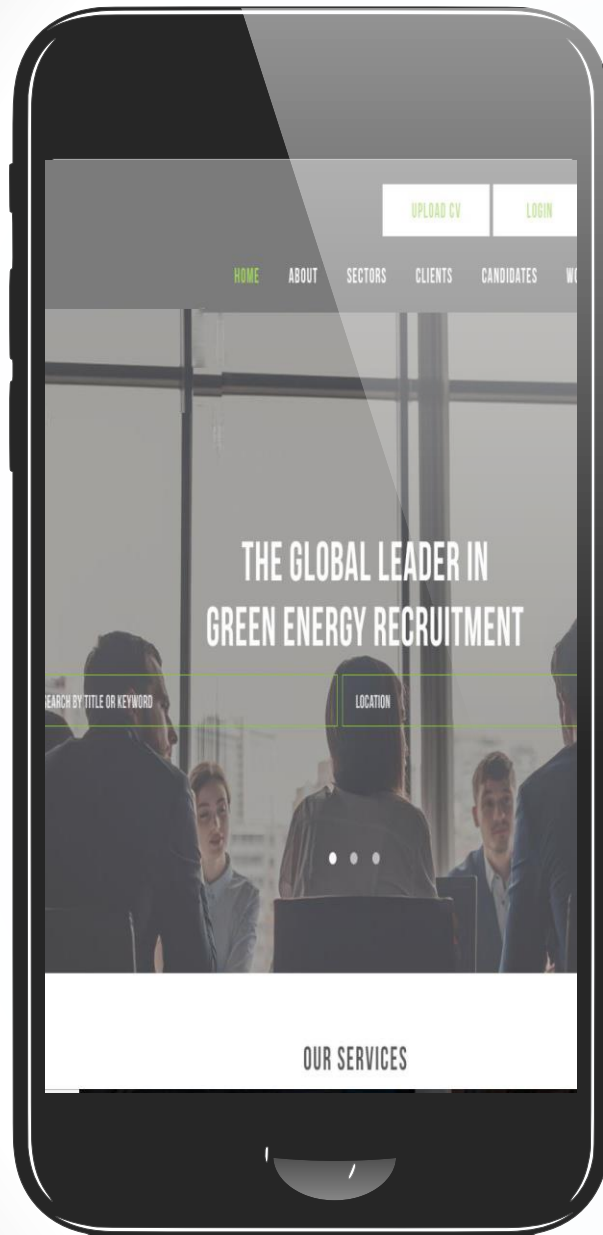
- The mean bonus was £10,481
- The median bonus was £5,000
- The mode bonus was £5,000
- The largest bonuses were in sales focused roles where bonus values could exceed 100% of basic salary. Outside of these roles, bonuses typically ranged up to 50% of basic salary.



Retention & Motivation



Contact Us



Thank you for taking the time to read our Salary Survey. We regularly create reports on the Green Energy space so if you're interested in seeing other reports or want to discuss our services then please get in touch:

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