

Lead Commercial Manager

Deadline:

30-10-2026

Are you passionate about renewable energy and eager to work at the forefront of the global energy transition?

Join PEAK Wind in a senior commercial role at the heart of our growing Asset & Operations Management business. Help strengthen our customer relationships, win new business and support the continued growth of one of the leading independent renewable asset and operations management platforms in the market.

PEAK Wind is growing, and we are looking for an experienced commercial leader to help develop our Asset & Operations Management business globally. Working across customers, new business and our wider organisation, you will play an important role in growing the business, strengthening our market position and developing the commercial opportunities ahead of us.

This is a broad and senior role for someone who combines strong commercial judgement with a practical approach. You will work with senior clients and colleagues across PEAK, while also being close enough to the detail to turn opportunities into successful mandates and long-term relationships.

Employment type:

Full time

Practice group:

AM Region WEST

Location:

London, England, UK, Glasgow, Scotland, UK

Introducing the Asset & Operations Management Business Area

We act as a trusted operating partner to owners and investors across renewable technologies, managing a global portfolio of more than 2.5GW and supporting a further 5–8GW in development and construction.

With a strong presence across APAC, EMEA and the Americas, we have an established business and a clear ambition to continue growing our position in third-party asset and operations management services.

You will report to the Director of Asset Management and work closely with colleagues across our regional Asset Management organisation and the wider business. You will have a broad view across our commercial activities and the opportunity to work with colleagues across different markets, technologies and functions.

The base location is semi-flexible, with a preference for Denmark, the United Kingdom or Germany. International travel will be required in line with client and business needs.

How You Will Make an Impact

You will play a key role in growing our Asset & Operations Management business and strengthening our relationships with existing and future clients.

The role covers a broad range of commercial activities, including:

- Lead business development and sales across the portfolio, identifying, developing and converting opportunities across onshore and offshore wind, solar, BESS and hybrid solutions.
- Develop new products and services that respond to customer needs and market developments, translating what we learn from the market into practical services, commercial models and propositions that can be taken to market.
- Build strong customer relationships with owners, investors and developers, developing a clear understanding of their priorities and challenges and working with colleagues across PEAK to address them.
- Lead the proposal, bid and tender process from opportunity through to award, bringing together the right expertise and continuing to improve our approach to pricing, risk, quality and commercial governance.
- Structure and negotiate new agreements and changes to existing ones, including AMA / OMA agreements, amendments, extensions and scope expansions, balancing customer

requirements with PEAK's commercial interests.

- Grow our existing business by deepening and broadening our relationships and services, while developing strategic relationships, partnerships and engagements with relevant supply chain and complementary partners.
- Contribute to the development of our growth and market approach, working with leaders across the Asset Management business to assess opportunities, understand market developments and ensure our products and services continue to fit customer needs.
- Support regional Asset Management teams on commercial performance and performance improvement, providing commercial input on risk, opportunities, contracts and owner-side matters including JV and shareholder governance.
- Maintain effective commercial processes and tools, providing a clear view of the pipeline, CRM, reporting and forecasting and ensuring our commercial ways of working support a growing international business.
- Support the commercial performance of existing engagements, helping regional teams manage commercial value, risk and opportunities and ensuring we maintain a strong foundation for continued organic growth.

You will have significant autonomy in the role. We are looking for someone who can understand what needs to happen, take ownership, bring the right people together and drive things forward.

At the same time, this is a collaborative role. You will work through our regional and wider organisation, using your commercial judgement to bring people together, challenge where needed and make sure we deliver for both our clients and PEAK.

What Will Make You Successful in This Role

We are looking for a senior commercial professional who combines good judgement with a practical, hands-on approach.

You will likely have:

- A senior or director-level commercial background, ideally with experience in renewable energy, infrastructure, asset management or a related service business.
- A strong track record in business development and sales — building a pipeline, winning mandates and growing revenue and margin.
- Experience building and maintaining relationships with senior clients, investors, owners or developers.
- Strong commercial and contract experience, ideally including OMA, AMA or similar long-term service agreements.
- Experience developing commercial propositions, including scope, pricing, risk and value for the customer.
- Experience growing existing customer relationships as well as winning new business.
- Good commercial judgement and the confidence to make decisions where there is not always a clear answer.
- Experience with P&L, commercial targets or business performance.
- The ability to move comfortably between strategic discussions and the detail needed to get things done.
- Strong communication and stakeholder management skills, including at senior and board level.
- A collaborative approach and the ability to work across an international, cross-functional organisation.

Most importantly, you are commercially curious, pragmatic and self-starting. You enjoy finding opportunities, solving problems and making progress. You are comfortable taking ownership without needing everything to be clearly defined, but you also know when to bring others in.

We are looking for someone who can contribute at a senior level while remaining close to the business and the work. Someone who can engage in strategic discussions with clients and colleagues, while also being willing and able to dive into the detail of proposals, contracts, and commercial challenges when needed.

Why Join PEAK Wind

- An international, inclusive and diverse workplace where differences are valued.
- The opportunity to work on leading renewable energy projects alongside experienced industry professionals.
- A senior role with significant autonomy and a clear opportunity to contribute to the continued growth and development of the business.
- The opportunity to work directly with owners, investors and other senior stakeholders across the renewable energy market.
- Flexible working arrangements that support both your career and personal life.
- A flat organisational structure where ideas are welcomed and people are encouraged to take responsibility.
- A strong focus on learning, development and professional growth.
- A culture that values commitment, meaningful contribution and having fun.

Our Commitment to Inclusion and Fair Hiring

We believe that a diverse and inclusive workplace drives innovation, creativity, and stronger results. At PEAK Wind, we are committed to fair and transparent hiring processes, welcoming candidates from all backgrounds, identities, and experiences. Our hiring decisions focus on what each person brings to the role and our team.

How to Apply

We look forward to receiving your application. Applications will be reviewed on an ongoing basis, and we reserve the right to close the recruitment process once the right candidate has been found.

Please apply directly through our website. If you have any questions or would like to know more about the position, please contact People & Development at recruitment@peak-wind.com.

About PEAK Wind

PEAK Wind is an independent renewable energy specialist in commercial, financial and technical operations, delivering advisory, intelligence and asset management services to investors and developers around the world. Across onshore and offshore wind generation, we work throughout the energy lifecycle to optimise operations and maintenance, enhance asset performance, and provide a holistic view of renewable infrastructure portfolios.

Our values — Expertise, Passion, Unity and Integrity — are reflected in everything we do, from how we support our clients to how we collaborate as a team. At PEAK Wind, you will have the opportunity to apply your professional skills in a dynamic environment, take meaningful responsibility and make a real contribution to the growth of the business.