

Partnerships & Relationships Manager

 Absolar

 Southampton

 Full time

Purpose

Absolar is a fast-growing commercial solar specialist combining engineering expertise with cutting-edge technology to deliver higher-performing solar PV systems. We have established strong, trusted partnerships across industry and local government that are central to our success and continued growth.

The Partnerships & Relationships Manager plays a central commercial and coordination role, developing high-quality relationships that evolve into long-term partnerships, while ensuring clear alignment between Absolar, our partners, and shared opportunities.

Essentials

- Self-motivated with passion in sustainability.
- Strong relationship-building and interpersonal skills.
- Highly organised, with the ability to manage multiple conversations and follow-ups.
- Experienced in events management and public speaking.
- Proficient in initiating and progressing commercial conversations with senior stakeholders

Preferred skillsets

- Experience in relationship development, partnerships, account management, or similar roles.
- Experience in marketing or visibility activity, such as LinkedIn content or event follow-up.
- Experience in content creation software.

About the job

We are looking for a Partnerships & Relationships Manager to help more organisations engage with Absolar's technology-led approach to commercial solar. The role focuses on building partnerships and creating meaningful conversations, helping organisations understand how tech insight and accuracy support confident energy decisions. Building on tech advantages, the focus is to develop trust, relationships, and long-term collaboration.

You will work closely with our engineering and technology teams, acting as a bridge between the market and our platform. Through developing and managing partnership and referral relationships, you will contribute directly to a consistent and high-quality opportunity pipeline for Absolar.

Responsibilities

- Build and maintain strong professional relationships with partners, referrers, and organisations aligned with commercial solar and technology-led solutions.
- Represent Absolar professionally at external events, meetings, and networking opportunities.
- Work closely with engineering, technology, and leadership teams to progress R&D, business development, and ensure continuity across conversations.
- Help coordinate networks, partnerships, and events, ensuring engineering, technology, and leadership teams are aligned on priorities and next steps.
- Support marketing and visibility activity, including relationship-led content, event follow-up, PR and social media contributions.

Absolar is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. If you have a disability or special need that requires accommodation, please let us know by using the email below.