

Job Description

Job title: Business Development Manager (Midlands based)
Reports to: Sales Director
Hours: Mon-Fri 9.00am – 5.00pm
Salary: Excellent Basic & Commission Structures (OTE £100k+)

About the company

An innovative market leader within the energy procurement and management industry are looking for exceptional 'customer focused' sales professionals to help develop new regions within the UK.

We want to hear from people looking for a career-defining move, who have the ability to create and grow a 'long term' portfolio of medium to large commercial energy users. If you are highly motivated, ambitious and want to work for a company that cares about staff and clients alike, this is a great opportunity.

Key Responsibilities and Accountabilities:

- Selling market leading Energy Procurement and Energy Management solutions to a wide range of mid-market & corporate clients
- Accountable for the acquisition of new customers and pipeline development via prospecting, networking and utilisation of in-house appointment team
- Developing and managing a strong sales pipeline, focusing on developing predetermined regional and/or sector clusters with a strategic and consistent sales approach
- Negotiating with Business Owners/Directors/Finance/Procurement/Energy Managers to maximise commercial terms
- Creating bespoke sales collateral using the company template library and in-house resources to engage and convert prospects into customers
- Using the company CRM platform to update and manage the progression of activities from opportunity creation to close

Knowledge, Skills, Experience

Skills Required:

- Ability to self-generate and harness introductions from influencers to new prospects
- Ability to influence at all levels – from Energy Managers to CEO's
- Confident, positive and empathetic personality with excellent communication skills

Knowledge/Experience Required:

- 3 year's field sales experience with a proven track record of high achievement in winning new business - essential
- Energy industry experience, understanding of how energy markets operate impacting prices & knowledge of non-commodity costs - desirable
- Experience of selling added value energy management solutions and/or into medium/large energy users and multi-site clients would be - desirable

To apply for this role please send your CV and covering letter through to recruitment@businesswisesolutions.co.uk