

Ultimately reporting to the Head Of Business Development, you will be focussed on hunting and developing your own opportunities directly with potential clients as well as growing your network of introducers.

You will possess the ability to win new business, develop client relationships and ensure they are serviced efficiently with the support of head office based experienced energy analysts. You will be focussing on businesses with annual energy spends of £50,000 - £2m. These businesses are typically £5-200m t/o.

The aim is to cultivate a loyal and profitable client base that will generate an income stream for the business. You will need to possess a high degree of tenacity, have the skills required to deliver an exemplary level of service, and the ability to forge strong working partnerships with the management team, your colleagues, our client portfolio and external network.

Duties & Responsibilities

- Deliver on a strategic plan for developing new business opportunities which will form the growth plan for the South & London region.
- Work closely with strategic partners to maximise referral/introducer agreements
- Develop your own referral/introducer network
- Ensure profitable clients are won and retained against agreed revenue targets
- Be a visible 'energy expert'
- Maintain our CRM (Salesforce) to ensure we have accurate data and pipeline information
- Organise, attend and support external networking events, exhibitions, awards
- Ability to passionately 'pitch' CEC and the business model/key benefits
- Ability to identify CEC Direct USP's and have the gravitas to win business on this basis
- Attend client meetings to meet the needs of the business and develop your portfolio
- Provide clients with bespoke reports, benchmarking analysis and ad-hoc tasks to meet the needs of our client portfolio
- Cooperate and work with internal teams to manage client expectations and ensure tender/pricing exercises are carried out as per client requirements.
- Cooperate and work closely with management to ensure further growth of the business
- Keep up to date with market activity to ensure that existing and prospective clients are informed of any changes that may impact on their utility expenditure

Key Competencies

- Able to demonstrate proven track record of new business development in a highly competitive sector.
 - Sales Winner – having the mindset to deliver on sales/revenue targets at the forefront of your mind
 - A sound understanding of the 'whole' sales process with the ability to demonstrate this in practice
 - Able to present and influence at all levels of business with compelling rationale backed by analytical support
 - Commercial minded with the ability to think laterally
 - Excellent communication skills – both verbal and written
 - An ability to identify problems and resolve them swiftly
 - A drive for results – Being able to evidence a high level of sales performance.
- Hungry to play a part in a growing business

What's In It For You

- £30,000 - £50,000 Salary (Depending on Experience)
- Commission Reward – Based on new and renewal business
- 1st Year Bonus – Kick Starter
- Car Allowance
- Opportunity to build a 'business within a business'
- 28 Days annual holiday increasing to 33 after 2 years service
- Company Pension