



Collaborate to innovate

## **ENERGY INNOVATION CENTRE - SALES & MARKETING EXECUTIVE (EXPERIENCED)**

Innovator | Collaborator | Industry expert | Future thinker | Trail blazer | Sales enthusiast

If you are passionate about people, hitting sales targets, motivated by driving growth and innovation, and energised by collaboration... this is the role for you. With the aim to build a career in a client-facing role, you value the benefit of customer satisfaction and relationship-building.

The Energy Innovation Centre (EIC) is a dynamic and fast evolving company in the global utility innovation sector. The EIC vision reaches far beyond the improvement of utility systems. Our passion for driving social progress, improving the quality of people's lives and securing a safe, affordable and sustainable future is at the heart of everything we do.

The EIC has been established for the past decade and, thanks to our continued growth and success, we have a vacancy for an experienced sales executive to join our business development team.

The successful candidate will work closely with the Operations Director on the commercial growth of the EIC.

This is an exciting role within an exciting company and your key tasks will be:

- Nurture existing customer relationships and grow existing client accounts
  - Intelligently generate new business leads
  - Prepare presentations and commercial proposals for existing industry partners and prospective clients. Including copywriting and proofing
  - Work closely with the marketing team to finalise sales resources within brand guidelines
  - Develop and execute a sales plan with clear and measurable objectives and targets
  - Report on performance against target
  - Carry out detailed market analysis to gather essential industry data, and determine opportunities
  - Ensure that the information on the CRM system is consistently up-to-date for all clients and pipeline prospects
- Generally contribute to the growth and ambition of the Energy Innovation Centre

Minimum requirements of the role:

- High levels of emotional and social intelligence
- At least five years' experience in a sales role, preferably working in a related sector
- A degree or equivalent in a relevant subject is preferred
- Sound marketing and sales knowledge
- You will be a commercially-minded and motivated self-starter, with a bias for action
- Flexible, quick to adapt, with the ability to multitask
- Experience of proactively creating sales collateral
- Keen eye for detail and good report-writing skills
- Excellent communication and presentation skills
- Good team player with a flexible approach to working hours
- Full UK driving license

## Skills

- Strong written and verbal communication skills, impeccable grammar and the ability to proof-read
- Adept in technology
- Ability to plan and implement multiple projects and work to deadlines
- A flair for creative thinking
- Excellent interpersonal skills
- Outstanding negotiator
- Team player with a passion for results

We are offering an excellent pay and benefit structure for the successful applicant:

- Salary: £25k - £35k depending on skills and experience
- Performance related bonus
- 25 days annual leave
- 10% employer contribution into a non-contributory personal pension plan (employer makes all payments)
- Death in service benefit
- Private medical insurance
- Professional subscription fees
- Flexible working hours

To be considered for this role, please send your CV and a covering letter to tell us why you are the right person to accelerate our firm's momentum.

Send to: [Sallyann.Greedy@ukeic.com](mailto:Sallyann.Greedy@ukeic.com)