

Job Title: Sales and Account Manager – Northern Ireland

Location: Flexible

Salary: Circa £40,000, (*or commensurate with experience*)
+ Performance based commission / bonus scheme
+ Company Car

Job Description:

We are seeking a motivated and experienced individual to join our team as a Wind Turbine Sales and Account Manager based in Northern Ireland. This role will involve managing sales activities, developing new business opportunities, and nurturing client relationships in the wind energy sector, specifically focusing on wind turbine sales and operation and maintenance. The ideal candidate will have a strong background in sales, excellent communication skills, and a passion for wind energy solutions.

Responsibilities:

1. Identify and pursue sales opportunities for wind turbine sales and operation and maintenance contracts in Northern Ireland.
2. Develop and maintain relationships with existing and new customers, key stakeholders, including developers, contractors, and government agencies.
3. Conduct market research to identify potential clients and market trends.
4. Collaborate with internal teams to prepare proposals, bids, and presentations for clients.
5. Negotiate contracts and agreements with clients, ensuring favourable terms for the company.
6. Provide ongoing support and assistance to clients throughout the sales process and beyond.
7. Monitor project progress and address any issues or concerns raised by clients.
8. Stay informed about industry developments, competitor activities, and regulatory changes.
9. Meet sales targets and contribute to the overall growth and success of the business.

Requirements:

1. Proven experience in sales, preferably within the wind energy sector or related industry.
2. Strong knowledge of wind energy technologies and solutions.
3. Excellent communication and negotiation skills, with the ability to build and maintain relationships with clients and stakeholders.
4. Ability to work independently and as part of a team, with a proactive and results-driven approach.
5. Familiarity with sales techniques, CRM systems, and project management tools.
6. Strong organisational skills and attention to detail.
7. Flexibility to travel within Northern Ireland and occasionally to other regions as needed.
8. Bachelor's degree in business, engineering, environmental science, or a related field is preferred.

Benefits:

- 30 days holiday rising annually to 35 days after 5 years.
- Company sick pay
- Company pension scheme
- Opportunities for professional development and career progression
- Competitive salary with commission structure
- Company car or car allowance

If you are passionate about renewable energy and have a proven track record in sales, we encourage you to apply for this exciting opportunity to help drive the efficient operation of wind energy projects in Northern Ireland.

If you are interested in applying for this position, please email a covering letter and your CV to hr@realise-energy.co.uk.