

Sales and Business Development Manager – Perth, Scotland

Salary - £40k - £60k, (or commensurate with experience)

- Company Car

Due to unprecedented growth in our UK wind turbine service and maintenance business, Realise Energy Services Ltd are now looking to strengthen our sales and business development team by appointing a technically and commercially astute, ambitious **Sales and Business Development Manager** who already has a successful record of selling services and equipment in a similar role to a diverse range of customers.

Ideally applicants will be working within a technical service and sales environment – ideally within the renewable energy industry - and looking to break into an exciting and dynamic arena within an SME environment.

In addition, over time, there may be the opportunity to become involved in the sales and development of other products and related services.

The Role:

Working from our Perth head office and reporting to the Chief Commercial Officer, this role will require a personal and hands on approach to developing new and existing business opportunities, managing existing customer relationships and delivering growth through solution-led sales with a particular focus on the wind turbine service and maintenance sector.

As Sales and Business Development Manager, you are responsible for building and maintaining strong, long-lasting, trusting customer relationships. You will work closely with other commercial and operational staff to ensure an integrated approach towards an increase in sales and ongoing customer satisfaction.

The role involves a considerable amount of travel, primarily driving to meet new clients, and you will also spend time in the Company's Perth based HQ liaising with the rest of the management team and directors as required.

Your expertise and dedication will be instrumental in promoting the transition to clean energy solutions in the UK.

General Duties and Responsibilities:

- Develop new business from existing clients and actively seek new sales opportunities from new clients to meet sales targets.
- Build and maintain strong, long-lasting client relationships.
- Raise Realise Energy Services profile and develop new client relationships.
- Negotiate contracts and close sales agreements.
- Clearly communicate the progress of monthly/quarterly customer activity and sales to the management team and Board.

- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts).
- Plan and prioritise sales and customer activities.
- Work with the management team to develop and implement business development and marketing strategies enabling the company to maintain and grow its income base.
- Help manage a product and service mix, setting pricing and margins according to agreed budgets.
- Identify new market opportunities, generate leads and seek out new potential enquiries taking the lead on building robust and successful business proposals that secure new contracts and long- term client relationships.
- Update and maintain customer and prospective contacts, internal systems and respond and follow up all sales enquiries.
- Monitor and report on market and competitor activities to assist in the development of a sustainable and profitable business plan.
- Represent the company at sales orientated events, shows and conferences.
- Travel throughout the UK on a regular basis and travel to other sites or Company premises in Scotland and/or Northern Ireland as required.
- Undertake any other activities, projects and tasks as required by the company.

Qualifications, Skills and Experience:

- A proven track record of sales and business development - meeting and achieving targets, qualifying new business opportunities, managing internal relationships, developing and delivering high quality proposals and acting as primary contact for clients throughout the process.
- Demonstrable sales experience within the renewable energy industry – preferably in the wind turbine sector
- Sound technical sales experience, ideally direct sales, field sales or similar.
- Proven ability to juggle multiple clients at a time, while maintaining sharp attention to detail.
- Experience in delivering client-focused solutions to customer needs.
- Demonstrable excellent and professional communication skills with the ability to build relationships with new industrial, commercial, domestic and agricultural customers.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organisation, including Board level.
- Full driving license

Benefits:

- An attractive remuneration package will be offered to the successful candidate and will be commensurate with experience.
- 30 days holiday, rising to 35 days after 5 years
- Inclusion in the Company Sick pay scheme
- Company Car

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