

Shaw Renewables are recruiting a Business Development Executive and this is a fantastic opportunity to join a dynamic and market leading Bioenergy specialist with exciting plans for future growth and expansion

The successful candidate will be able to demonstrate a proven track record of identifying, attracting and closing sales and will have considerable knowledge and technical expertise within the Biomass, HVAC, CHP and system controls industry

In return, we offer a competitive starting salary of £30k with uncapped commission potential (£70k+ OTE) and a chance to make a real difference in this exciting and innovative company

Application Process: Please complete the application form and email to jobs@shawrenewables.co.uk

Closing Date Thursday 14 September by 12.00pm

Purpose of post

The role holder is responsible for identifying and engaging with potential clients in the commercial and industrial Sector and then progressing this into new business sales. Due to the specialised nature of our products this means providing a bespoke service to each potential customer throughout the entire sales process.

Using technical expertise within the Biomass, HVAC, CHP and system controls industry, as well as a sound understanding of government regulations, the role holder would strive to be an expert within our field and in doing so build our customer base and enhance our market reputation

The Business Development Executive will work collaboratively with our teams across the organisation and will have fundamental role in ensuring the future growth and success of the company

This post is based at our Head Office in Simonswood, West Lancashire but will involve regular travel within the UK

Key Responsibilities:

- Conduct research and identify potential clients, arrange meetings and present the products in a convincing and persuasive manner
- Utilise commercial expertise in Biomass, HVAC, CHP and system controls to understand our customer requirements and incorporate your technical knowledge into the sales process to ensure that the contract is successful. This will involve demonstrating the effectiveness of products and explaining how it will provide an ideal technical solution for our client
- Recommend high quality technical support and fully explore all opportunities to move key customers to contract
- Maintain and develop a detailed record of both customers and prospects using Company CRM tools
- Prepare technical tenders, technical design and assist in the design of custom-made products
- Calculate client quotations and administer client accounts

- Analyse costs and sales
- Meet regular sales targets and coordinate sales projects
- Contribute to after-sales support services and provide technical back up as required
- Liaise with the marketing department, and other relevant departments, to optimise and harmonise product ranges, tender queries and new products.
- Look for opportunities to build technical strategic relationships with key organisations,
- Assist in identifying areas of opportunity where products can be marketed

About You

You are an ambitious, energetic and experienced sales professional who thrives in an innovative and fast-paced environment. Unfazed by the need to manage and prioritise a wide-range and large number of projects you see the potential to expand Shaw Renewables further.

Adept at developing and maintaining good relationships, you are passionate about converting new business opportunities and you are keen to be an integral part of a business during a period of growth and future development

Essential:

- Minimum of 3 years commercial experience in B2B and direct client sales, ideally with a technical background.
- Able to demonstrate a Mechanical and Electrical Engineering background
- At least 2-years experience and proven track record in technical sales
- Biomass and gas-fired commercial Industry experience
- Proven experience of developing key business contacts which convert into financial gain
- Track record of preparation/delivery and implementation of tenders and contracts.
- Very analytical and detail-oriented, organised with a clear dedication to customer satisfaction
- Professional representation of the company and great communications skills.
- IT literate (Microsoft suite) and excellent record keeping/data management.

Desirable:

- Track record of sales within the Biomass, HVAC, CHP and system controls Industry
- Track record of business development within a similar industry

Key Behavioural Competencies:

- Strong communication skills and ability to negotiate
- Self-motivated to achieve results
- Ability to work on own initiative and as part of a team
- Excellent Planning & Organisation skills

The company reserves the right to vary or amend the duties and responsibilities of the post holder at any time according to the needs of the Company's business.