

Business Development and Sales Executive

- Location:** South Manchester
Hours: Full-time, 9am-5pm Monday to Friday
Reports to: Project Manager

Cactus Energy specialises in the design and installation of bespoke renewable energy systems for homes and businesses. We are on a mission to help the UK reduce its emissions and are seeking a Business Development and Sales Executive to support the growth of our customer base.

This is a fantastic opportunity to join a well-established, fast-growing business and progress your career in a sector that's helping to build a more sustainable future.

Responsibilities:

- Contact potential clients via telephone, e-mail and social media, with a view to selling the various renewable products we offer.
- Develop warm leads and close sales for residential projects.
- Strategically generate new potential leads for commercial projects.
- Field inbound customer calls.
- Attend face-to-face meetings with new and existing clients.
- Maintain customer records on Customer Relationship Management (CRM) system.
- Have an excellent understanding of the renewable energy services we offer in order to respond to customer queries. (You will be given full training on this).

Skills and Experience:

- Professional experience in a sales role.
- Experience making/answering telephone calls to/from customers.
- Fantastic interpersonal skills.
- Excellent ability to quickly build rapport with clients and close sales.
- Ability to manage relationships in a targeted and strategic way.
- Strong team-working skills.
- Interest in sustainability and desire to work towards a 'greener' future.
- Professional spoken and written English.
- Good numeracy and IT skills.

The Package:

- Fantastic commission structure – £18,000 base salary, with £50,000 OTE.
- Pension.
- Team incentives.
- Chance to progress to the role of Project Manager, in which you will be responsible for coordinating all stages of a project.
- Off-site team social activities.
- Equipment (laptop and phone) provided.
- Staff discount on renewable energy installations.
- Flexible working hours.
- Working in a passionate and collaborative team.