

Job Description

Role Title	Business Development Manager
Job Family & Category	Business Development Manager
Team	Business Development Team
Line Manager	Senior Business Development Manager
New/ Existing Role	Existing
Perm/ Fixed Term	Permanent
Job Purpose	<p>This role sits within the Business development team at Energy Saving Trust. The purpose of this role is to identify, secure and progress new business opportunities across our suite of commercial service propositions in the UK.</p> <p>The role will be responsible for generating new business leads, identifying market trends and opportunities, building relationships with prospective clients, and securing new business that will contribute towards the Business Development team's targets.</p>
Key responsibilities	<p>Pipeline management</p> <ul style="list-style-type: none"> • Lead generation through handling of incoming sales leads and proactive identification of prospects • Positively managing client/ prospect relationships, taking into account the various sales cycles across our offerings. <p>Sales activities</p> <ul style="list-style-type: none"> • Managing end to end sales activity for our products and services: i.e., data & digital advice tools, energy efficiency advice services, training, carbon reduction tools. • Negotiating multiple sales opportunities in parallel, requiring proficiency in time management and attentive to varying client's needs. • Meeting individual sales targets and contributing to overall business development targets • Working with the Senior Business Development Manager to identify market opportunities, optimise sales cycles, adhere to sales processes, and effectively manage our clients from initial contact through to securing contract signature and account growth

	<ul style="list-style-type: none"> • Contributing to new business proposition development based on market insight and client feedback <p>Focus on our mission, vision and values</p> <ul style="list-style-type: none"> • Contributing to our mission of addressing the climate emergency and increasing the reach of our support with householders and businesses across the UK. • Conducting sales in an ethical manner, that does not conflict with our mission and being an impartial and independent organisation
<p>Knowledge, skills, and qualifications required</p>	<p>Essential:</p> <ul style="list-style-type: none"> • Proven record working in a similar role • Interest in energy efficiency/ net zero transition • Experience in building a strong pipeline of opportunities • Ability to shape opportunities forward into winning contracts • Excellent interpersonal, presentation and communications skills, with proven ability to build relationships with clients • Confidence to collaborate with people at all levels • Experience of working to the principles of ethical sales • Accurate numerical work and attention to detail • Considerable commercial acumen • Ability to evaluate market developments and trends • Proactive in seeking out new business opportunities • Ability to see the ‘deal’ from the client’s point of view and adapt business models to suit market requirements • Organised and able to adjust to priorities and achieving results within agreed objectives and deadlines • A willingness to learn about, engage with and support our efforts to become a more diverse, inclusive, and equitable organisation • Computer literacy in MS office applications <p>Desirable:</p> <ul style="list-style-type: none"> • Good knowledge of the energy sector • Experience of selling a varied product range across multiple sectors and markets • Experience using salesforce or similar sales systems