

Energy Consultant – Partnerships Department

Salary: Highly Competitive + Uncapped Commission Contract: Permanent Location: Northampton Hours: 37hrs Mon-Friday

If you are a dedicated and experienced Sales professional, looking to accelerate your career within a challenging but rewarding environment, please take a look at our offering.

OnlineDIRECT provide unparalleled access to the energy market and its suppliers, whilst removing the friction and administrative burden that comes with running a front and back office. Working within our partnerships team, means warm leads, and no cold calling, with a focus on helping our partners build long-term and successful businesses. Come and join us in our new offices and help shape our partnerships channel as we enter this exciting phase.

Key Details

- Opportunity to make your mark advising and negotiating energy supply contracts with key decision makers within our portfolio of branded partnerships
- You will establish, grow and maintain accounts to ensure new business and renewal opportunities are maximised to their full potential
- Making outbound calls to SME businesses through various campaigns, managing the enquiry through to point of sale
- Making outbound calls on behalf of a business campaign, contacting new opportunities with a view to establishing their business energy needs
- Managing and maintaining a pipeline and ensuring all sales administration is up to date using our advanced bespoke system
- Building a pipeline of future sales opportunities

Key Requirements

- Previous experience working in a B2B sales environment
- A proven track record of both inbound and outbound calling
- Driven by results and focused on achieving targets
- The ability to identify and maximise all sales opportunities
- A relationship builder who can forge and develop successful business partners
- Excellent communications skills (written and verbal)
- Highly organised with excellent attention to detail
- Competent IT skills and previous experience of working with Salesforce would be an advantage.
- Previous experience in a Utilities background (an advantage but not essential)

Key Benefits

- Competitive salary + un-capped commission
- Career development and on-going training
- 25 days holiday + bank holidays
- Company Pension / Company Car Scheme / Cycle to Work Scheme / Employee Reward Schemes / Team Incentive Days / Free Parking

Please apply including a copy of your CV and a covering letter.