



### Who are Vital Energi?

We are an energy solutions provider who design, build, operate and maintain centralised and efficient low carbon energy projects. We currently support hospitals, universities, new build residential developments, towns and cities as well as industrial and commercial clients to decarbonise their buildings. We have, and continue to, work on ground-breaking projects throughout the UK which are leading the way to achieving the UK's Net Zero targets

### The Opportunity

Are you a dynamic ambitious sales professional with Energy Services Company (ESCo) experience, if so then we want to hear from you.

We are looking to appoint a **Business Development Manager** with proven experience of tendering, presenting, negotiating and closing deals, (preferably ESCo's, but willing to consider candidates from alternative industries with transferable skills).

### The Role

As a Business Development Manager you will take ownership of all aspects of developing and bringing to fruition ESCo opportunities, including strategic development, identification and development of opportunities.

You will have a good understanding of the ESCo market, possessing detailed knowledge of ESCo principals, commercials and stakeholders, as well as an enviable knowledge of how ESCo's operate. You will have strong commercial focus, with an ability to analyse market conditions and build value propositions in order to maximise Vital Energi's market share.

Reporting to the Community Energy Director key responsibilities of the role will include:

- Maximising all potential revenue opportunities across all business streams
- Raising the profile of Vital Energi within the industry sector and growing our profile geographically
- Generating interest and developing relationships with potential and existing clients
- Working with internal stakeholders to ensure the expectations of clients are met, conducting internal and external debrief meetings and presenting new products and services in order to enhance existing relationships
- Utilising the company's unique selling propositions to target opportunities for campaigns, services and distribution channels in order to increase sales such as attending industry functions such association events and conferences providing feedback to internal stakeholders on market trends
- Forecasting sales targets and tracking and recording of activity on accounts, producing progress reports in a timely manner

### The Person

#### Skills/Experience Required

- Educated to a Degree level in a sustainability or engineering discipline (preferred)
- Good understanding of the ESCo market possessing detailed knowledge of ESCo principals, commercials and stakeholders, as well as an enviable knowledge of how ESCo's operate
- Demonstrable experience in a client facing role in District Heating Systems, Heat Networks (Highly Desirable)
- Demonstrable experience in a sales focused project and solution role
- Experience of working with contractors, local authorities, developers or housing associations

#### Competencies

- Ability to effectively work in a target driven environment working to strict deadlines
- Customer focused with the ability to effectively communicate to customers at all levels building an exemplar ESCo business
- Confident manner with excellent presentation techniques
- Excellent oral and written communication skills
- Able to work effectively as part of a collaborative multidisciplinary team

- Excellent working knowledge of Microsoft software packages including, Excel, Word, Outlook and PowerPoint

### **The Package**

#### **Includes:**

- Competitive Negotiable Salary (dependent upon experience)
- Contributory Company Pension Scheme
- Non-contributory death-in-service insurance
- Employee Assistance Programme
- Vital Perks – employee discount scheme
- 25 Days Holiday plus 8 days bank holidays.
- Additional holidays awarded in line with length of service
- Option to purchase/sell additional holidays
- Discounted gym membership across the UK

*Vital Energi is an equal opportunity employer. We celebrate our inclusive work environment and encourage individuals of all backgrounds and perspectives to apply. At Vital we are committed to having an inclusive and transparent environment where every voice is heard and acknowledged. We embrace our differences and know that our diverse team is a strength that drives our success.*

*The company is opposed to all forms of discrimination and will select for employment, training and promotion on the basis of suitability for the job and/ or merit. It is company policy that no job applicant or employee receives less favourable treatment than another on the grounds of sex, race, colour, age, ethnic or national origins, political affiliations, religious beliefs, marital status, physical disability or is disadvantaged by unjustifiable conditions or requirements.*

*Only applicants who are legally entitled to work in the UK and are currently resident in the UK are invited to apply.*