



Account Manager

Green Energy Options (geo) are looking for an enthusiastic Account Manager to join their growing team. Based just outside Cambridge, geo prides itself on its friendly and supportive workplace that promotes diversity, embraces inclusion and cultivates respect for all individuals. geo has an energetic, positive working culture, with fantastic benefits including 25 days annual leave, continuous training and development opportunities, access to a free staff punt boat, 5% employer pension and much more!

Reporting to the Chief Commercial Officer

Our Business

Based in Cambridge (UK) Green Energy Options (geo) specialise in the design, manufacture and support of energy management display and information systems for domestic markets across Europe. Our focus is helping consumers understand and manage their domestic energy and water consumption. As such we design, manufacture and support consumer products. Established in 2006 geo is now one of the leading home energy management system companies in the world having sold over 5 million systems. We are listed in the Sunday Times Tech Track 100 fastest growing UK tech Companies for a third year running and in 2017 we won a Queen's Award for Enterprise: Innovation. With major contracts to supply the UK smart metering programme, multiple connected home contracts and a growing distribution channel the company is continuing to experience substantial growth.

The Position

Our commercial team works closely with energy suppliers, business partners, distributors and system integrators to create innovative and engaging solutions for energy consumers. The team is growing to support the expansion of our business and as such are recruiting for an Account Manager to join the team.

Essential Skills

- Experience and acumen in a b2b sales role with a proven track record of results and a demonstrated capacity to build and develop relationships
- Several years' experience in a sales role within energy or a similar industry
- Ability to understand geo's portfolio, customer needs and industry dynamics quickly
- Results driven, motivated by success and resilient
- Well organised, able to prioritise, self-directed and not easily distracted
- Graduate level education preferred

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Green Energy Options Ltd. is registered in England. Company number: 5783558. VAT Registration: UK 896 6052 79

- IT skills – Office (Word/Excel/PPT), ERP/CRM familiarity
- Sense of humour
- Balanced, calm under pressure
- Comfortable and competent interacting at all levels across the business

Responsibilities

You are responsible for:

Customer-facing engagement

- Engaging with existing & potential customers
- Identifying and developing opportunities for geo's solutions
- Managing sales opportunities through to a successful outcome
- Gathering customer & market requirements and analysing competitors

Developing customer propositions and proposals

- Identifying customer requirements and defining the geo solution
- Creating proposals, in collaboration with the geo team and partners
- Presenting, discussing and negotiating the proposal with customers

Engaging with partners and stakeholders

- Creating and developing strong relationships with key organisations & individuals
- Raising the profile of geo & geo's solutions via events, PR & digital media

Internal alignment and engagement

- Working with other members of the geo team to build our business

Applications

To apply for this position please email your CV and Cover Letter outlining why you are interested and what you can bring to this role together with your salary expectations and availability to the HR team at recruitment@geotogether.com

