



Sales Lead

Reporting to the Chief Commercial Officer

£ competitive salary & incentive scheme | flexible working | 25 days annual leave | 5% company pension | private medical insurance | life assurance cover | blended home and office working | employee assistance programme | regular social and wellbeing events and much more |

*Please note this role is currently 100% remote until coronavirus restrictions ease.

Our Business

geo aims to create a sustainable future where every household can manage its overall consumption and carbon footprint, without even having to think about it. In addition to providing home energy management systems and data analysis for home heating, EV charging, generation and storage, the company is the leading supplier of in-home displays to the UK Smart Metering programme and has deployed +6 million units to date. A recipient of the Queen's Award for Innovation, geo combines its smart energy displays, control and automation capabilities with leading edge data science, AI, cloud, firmware, UX, UI and customer insight to create complete carbon management systems.

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. Joining our team as a Sales Lead, you will be responsible for:

Customer-facing engagement

- Generating new leads and opportunities, engaging prospective customers
- Proactively 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 to a successful outcome
- Understanding the needs of customers and be able to respond effectively

Engaging with partners and stakeholders

- Creating and developing strong relationships with key organisations & individuals

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

- Raising the profile of geo & geo's solutions via in-person and online events, PR & digital media
- Identifying new business opportunities including new markets, growth areas and trends

Internal alignment and engagement

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

Requirements

- Proven track record of achieving high-value b2b sales within a competitive market
- Strong networking skills, with the ability to develop relationships and influence decisions with senior stakeholders.
- Several years' experience in a sales role within energy or a similar industry focussed on matching technology solutions to business needs
- Ability to quickly understand and position geo's portfolio against customer needs and industry dynamics
- Results driven, motivated by success and resilient
- Well organised, able to prioritise, self-directed and not easily distracted
- Graduate level education preferred
- Strong IT skills including Office (Word/Excel/PPT), ERP/CRM, collaboration, networking and insight tools
- Sense of humour
- Balanced, calm under pressure
- Comfortable and competent interacting at all levels across the business

Applications

To apply for this position please email your CV and Cover Letter together with your salary expectations and availability to our People team at recruitment@geotogether.com

