



## Job Description

**DEPARTMENT:** Energy

**JOB TITLE:** Energy Sales Acquisition Consultant

**SALARY:** £21,000 - £25,000

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### Job description

We are expanding our sales team and are looking for enthusiastic, positive people to join our award-winning company. You will be working with the teams within the energy department, offering great solutions to clients while learning and understanding all products Utility Trade Group offer.

We are looking for motivated, enthusiastic and positive sales people to join our energy procurement team. Experience in telesales/sales is required. Energy knowledge is preferred but not essential as full training will be provided.

The successful candidate will benefit from working with an established, innovative business that has been in the industry for over 10 years.

The role involves promoting products and services to generate new business via outbound sales, whilst also building strong relationships and ensuring excellent customer service.

- Are you interested in uncapped commission? OTE £50,000 +
- Want to work for an innovative company who are market leaders?
- Do you enjoy working in a competitive, fast paced environment?
- Looking for a role where you can grow and develop?
- Motivated by targets and incentives?

### Your role and responsibilities will be:

- Work in a full 360 capacity by calling, acquiring and closing your own sales opportunities
- Identify sales opportunities through thorough questioning
- Eliminate objections using up to date market/product information
- Present unique solutions which save our customers time, money and reduce their carbon emissions
- Develop and maintain trusted relationships with customers
- To achieve daily/weekly/monthly sales and revenue targets and KPIs
- To adhere to the sales compliance rules at all times – all sales are generated in line with our quality standards



**Utility Trade Group**  
INTELLIGENT ENERGY

**Preferred skills will include:**

- Self-Motivated and driven
- Significant outbound sales experience. Within the energy industry in an outbound sales role would be beneficial, although full training will be provided.
- Work on your own initiative and part of a team to achieve targets.
- Knowledge of Microsoft packages including- Excel, Word, Outlook & Power point
- Excellent communication skills
- Ability to handle pressure of targets and deadlines

**Benefits:**

Competitive basic salary plus uncapped commission

Early Finishes

Great incentive schemes

Company Pension

Free Parking

Progression within sales department and other areas of the business

Growth and development – we can assist you with your life choices and career

Additional annual leave purchase available

Full continuous training offered