



## Job Description

**DEPARTMENT:** Energy

**JOB TITLE:** New Business Lead Generation

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### Job description

**Are you interested in uncapped commission?**

**Want to work in a competitive fast paced environment?**

**Motivated by targets and incentives?**

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.

### **Principal Accountabilities:**

Your main role will be speaking and profiling prospects. Understanding and finding out their main needs for their business and promoting our products and services.  
Full training will be given – therefore current market knowledge is not essential.

### **Key responsibilities include:**

Hitting weekly/monthly/quarterly targets  
Building key relationships with clients, understanding needs, clarifying information, providing solutions  
Nurturing your allocated database of clients  
Identifying opportunities to offer other products  
Accuracy with data management

### **Preferred skills:**

Strong phone and verbal communication skills along with active listening  
Ability to multi-task, set priorities and manage time efficiently  
Good customer service skills  
Knowledge of Microsoft packages including excel, word, and outlook  
Ability to handle pressure of targets and deadlines  
Initiative to achieve your targets

Resilience, self-motivated and driven to succeed

### **Benefits:**



Utility Trade Group  
INTELLIGENT ENERGY

Full continuous training offered

Competitive basic salary plus uncapped commission

Ability to finish early

Incentive days out with team and the company

Progression within sales department and other areas of the business

Additional annual leave purchase available

Salary depending on experience

Job Type: Full-time, Temporary, Part-Time

Job Types: Full-time, Part-time, Temporary, Internship, Permanent

Salary: £17,000.00-£19,000.00 per year