

## Business Development Manager

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Company: The Green Recruitment Company

Location: United Kingdom

Category: other-general

**Job title**New Business Development Manager

**Location**England, United Kingdom (On-site)

The Green Recruitment Company are delighted to be working with an award-winning, private equity-backed energy and sustainability consultancy, offering a specialist range of services to over 4,000 customers, including energy and carbon reduction solutions, energy procurement and contract management. Our client is now on the lookout for an experienced Business Development Manager reporting to the Commercial Director as part of a growing sales team.

### **Responsibilities:**

Achieving monthly and quarterly sales targets with comprehensive support from the organisation

Devising and implementing a sales strategy

Establishing a robust pipeline of potential clients, emphasizing personal contribution, strategic planning, and effective funnel management

Conducting regular forecasting using Best, Worst, and Most Likely Case methods

Engaging with prospects to close deals swiftly and at maximum value

Collaborating with Leadership, Onboarding, and Customer Success teams to ensure an exceptional pre and post-sales experience

Maintaining accurate CRM data and leveraging tools like Sales Navigator and lead generation tools

**Your Profile:**

Highly disciplined and organized

At least 5 years experience with solution selling sales process and related business models

Demonstrable track record of territory planning, building a new business pipeline using sales technology and CRM at the same time as executing contracts

Evidenced track record of achieving sales quota across multiple years

Experience in B2B sales and managing complex sales cycles end-to-end

Trained in solution/value selling or exposure to solution/value selling

Understanding of stakeholder management and the various roles of the buyer in the sales process

A history or knowledge of the sustainability and net zero services market is advantageous

Keen interest in the value of sustainability and net zero in business and how this can transform our lives and add value to our customers

CRM system knowledge, ideally HubSpot and also other supporting technology such as Cognism, Sales Nav

Self-motivated, focused, ambitious and highly professional with a strong sense of fun!

In conclusion, Don't miss this exciting opportunity to be part of the renewable energy revolution. Apply now and be a key player in shaping a sustainable future!

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**Cross References and Citations:**

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