



Business Development Executive – CircoSense

South England – Luton Office

OTE £90k (£35-45K BASE DOE)

CircoSense, an exciting new company specialising in economising secondary return hot water systems, are looking for a driven, energetic, experienced business development manager to join their sales team.

Officially launched April 29th 2016 you will be in at the start of this exciting new company with great opportunity as the company expands its operations.

You will be office based from our Luton office and your sales territory will be the South of England, an area with a population of ca. 28 million people and over 200 local and county council authorities. You will be expected to have experience of solution selling to these councils and have an extensive network of clients particularly within the energy sector.

The CircoSense solution is unique to the market place and has no direct competition. The CircoSense3000 is the first product to our range and will save ca. 30-45% on energy costs for secondary return DHW systems. The CircoSense units are typically fitted in offices, leisure sites, hotels, schools – anywhere that has a secondary return DHW system.

The market in England is untouched, with the main exposure thus far being to local authority councils in Scotland. There will be a framework agreement in place by August which will allow public sector organisations across the UK to purchase the CircoSense unit without the need to go to tender. This will be a direct award framework. This provides the applicant with the right experience and network to enjoy great success.

Other market verticals and sectors are open for prospecting in your designated territory although we currently acknowledge that the public sector will offer the best 'low hanging fruit'.

Reporting to the UK sales manager you will be responsible for:

- Identifying and prospecting clients in the public sector in your designated territory.
- Meeting KPI's on sales targets of ca. 400 units per year.
- Meeting required KPI's for calls made, meetings secured and opportunities developed.

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- Input of all prospects, calls, meetings, opportunities into the company CRM (Sage). Ensuring all sales activity is input and accurate.
- Weekly sales call with UK Sales Manager and/or other CircoSense management as and when required.
- Regular visits to CircoSense head office in Glasgow for sales meetings and other business.
- Support marketing and brand awareness initiatives.
- Supporting the Sales Manager with ad-hoc duties.
- Supporting the wider business throughout the UK.

The successful Business Development Manager will have:

- A strong desire to succeed.
- An extensive public sector network in the energy sector.
- Excellent presentation skills.
- A minimum of 2 years experience in solution selling to energy managers within the public sector.
- Knowledge of the UK energy savings market.
- Good interpersonal and relationship building skills, including being able to communicate clearly and confidently with decision-makers up to C-level and influencers, both written and spoken.
- Strong attention to detail.
- Experience in using CRM systems, SageCRM an advantage.
- Excellent analytical skills and a good working knowledge of all Microsoft packages.
- Educated to degree level preferable.
- Awareness of social media and other web marketing tools as a means of social selling.
- Be able to work on their own initiative, but also to be a team player, sharing the company's values, being friendly, fun, hard-working and honest.
- Knowledge of energy performance contracts and solutions would be an advantage.
- Anyone in sales from a mechanical engineering or domestic hot water background would be considered.