

Sales Consultant

£25,000 - £30,000 basic salary with uncapped commission

OTE £55,000 year 1,

OTE £73,000+ year 2

Top Performers – Realistic £100k per annum earnings opportunity

Business Hours – Monday to Friday, 9am until 5pm

Who we are

Smart Utility Management are a fast growing, ambitious, forward thinking company providing a range of market leading energy solutions to small, medium and corporate enterprises across the UK. We are passionate about energy and delivering exceptional value to our customers.

What you will do

- Working with **100% warm leads**, no cold calling
- Promoting a range of energy solutions to meet the needs of the customer.
- Achieve KPIs set for sales targets and conversion rates
- Present and articulate our solutions in a passionate and compelling manner using the latest technology available.
- Work as part of a dynamic and fast paced team and contribute to continual improvement ethos.
- Use of our CRM to manage customer information and process sales to a high standard
- Compliance with selling rules and regulations as well as Industry Code of Practice Standards
- Work hard and have fun!

Who you are

- Enthusiastic and ambitious character with a strong drive to achieve
- Excellent communication skills and attention to detail.
- B2B / B2C sales experience from all sales backgrounds
- Knowledge of the energy sector is advantageous but not essential. Full training will be provided to the right individual
- Self motivated and target/results driven
- Good IT skills
- Ambitious and determined

What we offer

- Highly competitive salary with uncapped commission and realistic on target earnings
- Ongoing training and development through our bespoke sales development programme
- Part of a fast growing team with opportunities to develop and grow with us

- Free onsite parking
- Regular competitions and incentives
- Fantastic work environment and social events