

Gregor Heating & Renewable Energy

JOB DESCRIPTION

Job Title: Senior Renewable Sales Consultant

Area: Renewable Technologies. Private and Commercial Clients

Reports To: Board of Directors

Job Purpose/Key Role:

This is a unique position within the company for a dynamic person with a strong sales and technical background within the renewable heating sector. Having a proven track record of delivering and achieving sales targets you will be responsible for providing technical sales support and advice to our clients across a range of renewable energy and low carbon projects from inception through to commissioning.

Being responsible for the business development of the department you will be pro-actively seeking new opportunities, preparing proposals and securing contracts both with new and existing clients alike. Working in conjunction with the project manager and install team you will be responsible for overseeing mainly domestic and small commercial contracts, ensuring all works are completed on time, within budget, scope and in accordance with the required standards

Your key responsibilities will include:

- Proactively seeking new sales opportunities; costing and producing proposals and tender bids, whilst carrying out other business development activities.
- Conducting site surveys for clients/ customers and analyse technical, commercial, environmental and financial RHI data to identify the best technical solutions for our customer / clients
- Completing feasibility studies for energy efficiency and low carbon energy generating technologies, including initial specifications by carrying out; heat loss calculations in accordance with BS EN 12831, sizing heat emitters, under floor heating, project costing, risk assessment, preparing and presenting clear and concise technical reports with manufacturers designs and advising clients on the next steps to develop projects in accordance with manufacturers and MCS standards.
- Assisting with the preparation and submission of planning applications for projects, including procuring materials and allocating resources working in conjunction with the project manager, relevant consultants and manufactures whilst adhering to MCS standards etc

Key Relationships

- Internal- Directors & all senior management team
- External – Clients, manufacturers, merchants and consultants

What we are looking for

To be successful in this role, we would like you to demonstrate that you meet the following criteria:

- Extensive technical and sales knowledge with experience in domestic / small commercial heating and renewable installations (particularly Heat Pumps, air source, solar thermal, and Photovoltaics).

- Ability to carry out site technical surveys with exceptional verbal and written communication skills, including the ability to confidently present to clients
- Proven track record in delivering and achieving sales targets
- Analytical and problem-solving skills
- Commercial acumen

What's in it for you?

- Competitive basic salary + Commission with OTE of £55K
- Company vehicle provided
- Pension
- Life assurance
- Holiday Sacrifice Scheme
- Employees benefits package
- Working for a well-established local family company with a great reputation which has been trading for over 30 years
- Predominately office based working within a 30 mile radius of Bristol

Our Values

- **Passion** – We are passionate about the quality of our work and the service we provide to our customers, suppliers and each other
- **Pride** – We are proud of our Company and our reputation and are committed to being the best we can
- **Professionalism** – We are qualified and well trained team, always behaving in a professional manner treating everyone with courtesy, respect and consideration
- **Protective** – We will protect the reputation and sustainability of our business and are accountable for every decision we make. We are trusted and reliable
- **Proactive** – We are forward thinking. We use the very best technology, equipment and training to always be able to provide the best solution for the customer

In addition to the above, we provide a friendly and inclusive working environment where you will be listened to and recognised for your contribution. We take your development seriously and managers will have regular feedback conversations with you to help you grow and fulfil your potential.

We promote diversity in employment and welcome applications from all sections of the community.