

## Job Specification

# (Telephone) Sales Executive

## Ecovision Asset Management

**Company:** Ecovision Asset Management Ltd  
**Job Title:** Telephone Sales Executive  
**Reports to:** Sales Director  
**Salary:** £23,000 - £26,000 DOE (+Bonus Scheme)  
**Working Week:** Monday to Friday

### Ecovision Asset Management

Ecovision Asset Management has extensive experience in managing distributed rooftop solar PV asset portfolios across the UK. We currently manage tens of thousands of rooftop solar installations across the UK primarily on behalf of large asset portfolio investors, councils and housing Associations. The business is a growing SME with a mixture of field-based engineers and staff based in our head office in Gloucestershire.

With rooftop solar energy being one of the key methods to tackling the effects of CO2 emissions and combatting climate change, this has created several commercial opportunities within the industry for an organisation like Ecovision Asset Management to be very well positioned to grow and further contribute to the sector.

### Role Overview

Gaining initial meetings with the right people is the first and most vital step in ensuring the growth and success of the business. The telephone sales executive is responsible for booking initial appointments for our business development managers to present our range of specialist solar PV services. Working in partnership with the business development team, you will investigate and contact the right people in the right organisations to identify opportunities where Ecovision can support with generating more energy and income from solar.

Due factors including timing and existing contracts, organisations may not immediately be able to work with us, so this role holder is responsible for building relationships and maintaining excellent records of procurement cycles and decision-making processes to develop the future sales opportunity pipeline.

With many years of organic growth and a relatively new sales department, we have some work to do to build awareness in the industry. This role, alongside the other sales team members, will work to change this over time, increasing the knowledge of our services in the rapidly growing solar PV marketplace for many decades to come.

As a new sales team, opportunities are driven by great people creating and identifying opportunities for discussions and presentations. As a result, the role holder will need to be persistent, resilient, and accountable for a high level of engagement activity to develop a pipeline of opportunities.

### **Specific Responsibilities:**

- Outbound telephone sales activity
- Work with the business development and bid teams to identify target customers for outbound sales campaigns
- Research prospect organisations and update information into the company CRM (Salesforce)
- Maintain meticulous records of decision makers, decision making processes and opportunities
- Provide customer and prospect feedback to the business development and marketing teams to enhance our overall service offering

### **Knowledge, Skills and Experience:**

- Minimum 2 Years within a B2B telephone sales environment
- Investigating client needs and handling rejection
- Managing long sales lead times and call back cycles
- Fully IT Literate
- Confident and engaging telephone manner
- Understanding of the solar industry highly desirable but not essential

### **Core Competencies**

- Resilience
- Drive
- Attention to Detail

### **Qualifications**

- Minimum 5 GCSEs (or equivalent) in English, Math's and Science at C or Above
- A Levels/Degree preferred but not essential

### **Additional Information:**

#### **Benefits:**

- Company pension with overpayment option
- 25 Days annual leave + bank holidays off (Holiday buy & sell scheme available)
- Bonus scheme
- Opportunity to develop within with the company
- Yearly salary increases
- Opportunities for flexible hours

#### **Location:**

Office based. Potential opportunities for some home working after probationary period.

Office Address; Ecovision Asset Management, Kestrel Court, Waterwells Dr, Quedgeley, Gloucester GL2 2AT.

**Travel:** Some infrequent opportunities to attend industry events