

Job Opportunity	
Job Title	Sales & Business Development Manager
Location	Basingstoke / UK Field based.
Package	Increasing to £80k OTE (uncapped) during the first year plus benefits including non contributory pension, profit share & share options.
Key Purpose	To take a key role in Carbon Footprint's environmental management consultancy business – reporting to the Managing Director, initially developing own new sales. To take ownership of lead generation campaigns, generate & close sales of energy saving products, consultancy services & carbon offsets / credits. To work closely with managing director and marketing director in developing the business. The successful candidate will prove how to scale-up sales & is anticipated will play a key role in recruiting, directing & managing the sales team going forward
Key Tasks	<ul style="list-style-type: none"> ○ Contribute to sales strategy & mentor other staff on sales tactics & techniques ○ Carry out new sales generation via Intensive lead generation & field sales activities ○ Interact & liaise with Carbon Footprint's commercial & technical teams in delivery of customer needs ○ Contribute to business development - by merit of knowledge of market needs & drivers. ○ It is anticipated the successful candidate will move to a leadership position of sales function – responsible for determining strategy of recruitment & management of sales function within 1 year
Candidate Requirements	
Profile	The successful candidate will be a highly experienced sales professional, with excellent customer closing skills (from cold leads). You will be target oriented & motivated & prepared to travel regularly within UK. You may also have sales management experience, though aptitude to direct & manage a team more important.
Experience	Must have more than 5 years sales executive / business development achievement and demonstrate a strong track record of field sales skills & success with ability to rapidly close deals of value £5k-£100k. You will have demonstrable skills of personally closing more than £600k sales per annum. Experience in consultancy product sales / environmental consultancy / carbon credits / offsets a benefit. Experience of cold selling into businesses of 100 plus staff (at executive / corporate decision maker level necessary). Successful candidates may come from other industry backgrounds such as Corporate IT or Telecoms. (full training will be provided)
Skills / Knowledge	<ul style="list-style-type: none"> ○ Sales strategy ○ Lead generation & sales conversion skills & tactics ○ Excellent executive / board level customer influencing & negotiation skills

	<ul style="list-style-type: none">○ Impeccable communication skills○ A natural team leader○ Good knowledge and experience using MS Office (including Outlook, Excel, Word and PowerPoint)
Qualifications	<ul style="list-style-type: none">○ Educated to degree level. You may also hold professional sales qualifications / have thorough corporate sales training record

To apply:

Please send your CV / Resume to wendy.buckley@carbonfootprint.com.

No agencies please.