

Job Opportunity	
Job Title	Energy Consultant
Location	South East Will travel to customers sites around the UK (and occasionally overseas)
Company	Carbon Footprint Ltd is a leading brand and an award winning dynamic consultancy focused on helping businesses to save costs and improve their carbon & energy credentials to make them more competitive.
Tenure	Permanent, full time
Package	Competitive basic plus pension, commission and profit share, 22 days annual leave plus benefits
The Opportunity	Carbon Footprint Ltd is an award winning dynamic provider of sustainability services to businesses. We are offering an opportunity for an experience energy survey/management professional to join our expanding business to actively grow our energy management service offering and build up a team with our current clients.
Key Tasks	<ul style="list-style-type: none"> • Winning business – working alone and as a part of a team to identify prospects, submitting proposals for assignments to clients and closing sales. You will also be responsible for identifying new opportunities for cross selling of services to your clients. <p>Delivering business - delivering and/or managing the delivery of a range of energy services. You will be specifically engaged in energy surveying and implementation of energy management programmes within clients' businesses.</p> <ul style="list-style-type: none"> • Account Management – developing productive relationships with clients leading to repeat and new project work with them. • Product development - supporting new service development & roll-out to clients in response to their needs.
Candidate Requirements	
Ideal Candidate	<p>An experienced B2B business consultant, you will have</p> <ul style="list-style-type: none"> - Proven account management skills - Repeat selling skills and an ability to spot new opportunities at your clients' sites to sell & deliver further services to those clients. <p>You will have hands-on energy management experience in fields such as energy surveying/energy reduction. You may also have skills in carbon footprint analysis, ISO 50001, DEC's, behavioural change programmes etc. You may currently be working client side, within a consultancy business or as a sole trader and wish to join our dynamic team to actively grow the energy services offering to our broad and receptive client base</p> <p>Personal Qualities</p> <ul style="list-style-type: none"> • Self Starter

	<ul style="list-style-type: none"> • Readily able to identify opportunities for clients and our business • Tenacious • Team player
Qualifications & Experience	
Your Experience	AT LEAST 5 YEARS EXPERIENCE WORKING IN ENERGY MANAGEMENT and reputation of winning and delivering successful technical and management assignments to medium, large and corporate clients. You have personally delivered energy survey and energy reduction projects
Skills / Knowledge	<p>You will be degree level/ equivalent qualified and also have professional- e.g. Energy Managers Association, CIBSE, IEMA etc. You may be accredited to produce DEC's or have ESOS lead assessor status.</p> <p>* Full driving licence. * Excellent customer facing skills</p>

To apply:

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

No agencies please.