

## Account Manager

- Full Time
- Basic gross pay: £40 - £50k
- Plus commission and bonus
- Hours: 40 hours
- Location: Earlsfield SW18

### Required qualifications:

- 5 GCSE's (or equivalent) incl. Maths and English.

### Required skills:

- Computer competent
- Analytical and numeric
- Excellent communicator

### Sales Experience:

3+ years desirable.

### Industry experience:

3+ years.

### About us:

We are a leading independent energy management & consultancy firm based in South-West London and have been in operation for almost 20 years. Committed to providing innovative and market leading solutions for our clients, we help to reduce energy costs, consumption and associated energy market risks. We're a small but mighty team that relishes the opportunity to challenge any of our competitors in our industry.

We are currently going through a period of growth and looking for a highly motivated Account Manager to join our professional team.

### Your Role:

Our Account Managers are at the heart of our business, responsible for delivering quality post-sales support services directly to our customers and helping the business maintain our unrivalled customer retention rate.

The individual must possess the skill and the will to meet deadlines and manage a diverse portfolio of commercial clients from the SME, I&C and public sectors.

It is a pivotal customer-facing role where you will be guiding our customers through the procurement journey, ensuring costs and sustainability objectives are achieved with any upselling opportunities maximised.

You'll have daily contact with our customers and our sales team and you will have a crucial role to play in introducing your accounts to our unique procurement innovations and helping the company with its rapid growth plans.



You will receive training and mentoring from some of the most experienced professionals in the business who are based in our beautiful riverside offices in SW19.

**Primary responsibilities:**

- Client renewals – renewal of the company’s services through client interaction.
  - Procurement, framework agreements, energy services, etc.,
- CRM record management – using the CRM to maintain and develop your client portfolio and following internal administration procedures.
  - Triggers, reporting, etc.,
- Client development – developing and progressing Account Development Plans (ADP) for required clients.
- Upselling – presenting additional value-added service opportunities to clients.
  - Bill validations, industry schemes, other.
- Quoting and contract administration – pricing, sales and service administration with potential support from the service delivery team.
- Business development – collaborating with BDMs for prospect interactions.

**About You:**

- You are looking to take a step up, bringing your experience to an energy-procurement company actively changing the way companies buy and manage their energy.
- You should have 3+ years’ experience in the energy industry or have relevant degree in energy, business studies, engineering, economics or environmental studies.
- You will be familiar with all the major players as well as terminology around energy supply contract arrangements.
- You will have strong communication skills and be able to get points across concisely to all departments of the business.
- You will have remarkable organisational skills and will be used to adapting to and managing fluctuating workloads.
- You will be an excellent team player, with the confidence to express your own opinions.
- You will have an excellent understanding of energy buying solutions including knowledge of fixed and group purchasing.
- You will be able to and willing to travel across the UK to visit our customers in person.