



Role: Account Executive (Enterprise / Commercial)
Location: Dublin, Ireland
Salary: €105k – €145k OTE (uncapped)

Join Ireland's leading solar power company as we scale our business to €100m and beyond. [UrbanVolt](#) are the award-winning pioneers behind Solar as a Service; the clean energy choice for businesses across the UK & Ireland.

Solar as a Service delivers immediate results without requiring any significant upfront investment, enabling businesses to save money, lower emissions & reduce consumption. Our mission is to be your clean energy partner, helping you transition to a sustainable future. As a Certified [B Corp](#), we meet the highest standards of verified social and environmental performance, transparency & accountability.

The Account Executive role is the sales foundation on which UrbanVolt grows our business. Our customer base is a blend of mid-market Commercial and larger Enterprise organisations. Our GTM is defined and segmented by their industry, size, energy spend and facility. The majority of our sales are new business; so the ability to prospect, build relationships & drive business growth is important. Experience working with SDRs / BDRs is an advantage. The sales cycle can be protracted and complex so an ability to navigate larger enterprise deals is very important.

The ability to combine prospecting & managing a large pipeline of business, where you can focus on the most promising opportunities is important. Comfort and competence in engaging with all levels, articulating our proposition to numerous and diverse stakeholders (from factory floor to boardroom) is also a key attribute.

We run a monthly cadence to our business.. Sales execution in a fast-paced environment is key. Solid discipline and a structured sales approach will serve you well, as will a high level of personal organisation and attention to detail. Experience in best practice sales planning and forecasting is a huge advantage. The successful candidate will be analytical but empathetic; having a good grasp of metrics / numbers but equally able to see things through the customer's eyes when articulating the UrbanVolt value proposition.

This role is a combination of time with your team in the office, self-managed time working remotely and time out & about meeting with customers. Working for a dynamic growth business gives you the opportunity to participate across the business, from marketing & operations to customer success and strategy. A growth mindset is key, ambition is good, as is resilience. But what we really hire on is attitude.

What we can offer you:

- A fantastic opportunity to join Ireland's most exciting clean energy growth business
- The chance to make a material difference in the fight against climate change
- Competitive salary, commission & bonus structure
- Uncapped potential earnings
- Unlimited Annual Leave policy
- Study leave / parental leave
- A versatile hybrid working model
- Contemporary work/life balance policies
- Training, coaching and mentoring in your field
- Learning and knowledge share from the team around you
- Chance to work in a dynamic fun environment
- Health insurance & company administered, non-contributory PRSA
- Various corporate and employee discounts

What we are looking for:

- 5Y+ (Commercial) or 10Y+ (Enterprise) relevant sales experience
- Attitude / highly motivated to exceed targets
- Passion to transition to a clean energy future
- Resilient, driven, determined with a strong work ethic
- Competent on pipe gen & prospecting for business
- Accurate forecasting & pipeline mgmt
- Exceptional verbal and written communication skills
- Organised - thrive in a busy hybrid working environment

Role Specifics:

- Prospecting - research, assess sales potential, target and prospect into your account / prospect base
- Planning - create & execute annual sales plan. Build your industry, sector & product knowledge.
- Progression - turn leads into deals and deals into sales - move your deals through the sales pipeline
- Performance - meet and exceed your sales goals on a consistent monthly basis
- Operational Excellence - manage customer and deal information in CRM, reporting of pipeline and forecasting
- Coordinate and orchestrate internal resources throughout the sales cycle. Effective communicator with peers, management, prospects and support staff
- Nurture & expand the company's relationship with customers. Manage customer relationships.
- Work within a team - supporting others, sales training, marketing and customer engagement.

If you think you may be a fit, contact us now at recruitment@urbanvolt.com
UrbanVolt is an equal opportunities employer.