



Role: Energy Account Executive
Territories: 2x Opportunities: Territories include West of Ireland or Northern Ireland

UrbanVolt is an award-winning Irish company and the market-leading affordable clean energy partner that helps companies cut costs and energy consumption through the provision of sustainable power and light.

Currently, we are a scaling company, looking to expand its existing presence both nationally and internationally and every team member has an opportunity to work directly with senior management to achieve this target and have a real impact on the business.

As an Account Executive, you will be responsible for specific territories within Ireland, engaging with a diverse customer base comprising mid-market Commercial organisations across the Industrial, Logistics, and Manufacturing sectors. Our go-to-market strategy is meticulously defined and segmented by industry, size, energy spend, and facility type. Most of our sales involve new business development, making your ability to prospect, build relationships, and drive business growth paramount.

This role is a combination of self-managed time working remotely, time out & about meeting with customers, and visits to our Dublin office if and when necessary. Working for a dynamic growth business allows you 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 and commission with uncapped potential earnings
- Car Allowance
- Company-funded private health insurance and pension with employer contribution
- Unlimited Annual Leave policy
- 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
- Various corporate and employee discounts

What we are looking for:

- Highly motivated with a strong drive to exceed targets.

- 5+ years of relevant sales experience, ideally within Energy, Financial, Property, Manufacturing, Industrial, or Logistics industries focusing on longer-term sales cycles and consultative sales approach.
- Experienced in new business development and self-generation of 'new logos' for pipeline generation.
- Experience and proficiency in using a CRM - ideally HubSpot.
- Accurate forecasting and pipeline management skills.

Responsibilities:

Territory Management

Take ownership of your designated territories within Ireland, managing customer relationships and sales opportunities. Conduct in-depth research and assess sales potential specific to your territory

Prospecting and Planning

Develop and execute an annual sales plan tailored to your territory, continuously enhancing your knowledge of industry trends, sectors, and our product offerings. Collaborate closely with our marketing team to develop targeted prospecting strategies.

Progression and Performance

Transform leads into deals and deals into sales, adeptly moving opportunities through the sales pipeline. Consistently meet and exceed monthly sales goals, maintaining a strong focus on key performance metrics.

Operational Excellence

Manage customer and deal information meticulously within our CRM system, ensuring data accuracy and completeness. Provide accurate pipeline reporting and contribute to sales forecasting.

Coordinate and collaborate with internal resources throughout the sales cycle, effectively communicating with peers, management, prospects, and support staff.

Customer Relationship Management

Cultivate and expand UrbanVolt's relationships with customers in your territory, prioritizing their ongoing satisfaction and identifying opportunities for additional services.

Skillfully manage and maintain customer relationships, promptly addressing inquiries and concerns.

On-the-Road Sales

Be prepared to spend a significant amount of time out on the road, meeting with customers within your designated territory.

Engage with stakeholders at various organizational levels to articulate our value proposition effectively.

If you think you may be a fit, contact us now at recruitment@urbanvolt.com

UrbanVolt is an equal opportunities employer.