

## VP Sales

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### ABOUT US

geo is creating a sustainable future where homes automatically and seamlessly manage their overall consumption and carbon footprint. In addition to providing management and optimisation systems and data analysis for solar, EVs, batteries and home heating, the company is a leading supplier of in-home displays to the UK Smart Metering programme.

We're focussed on bringing net zero forward with our ground-breaking home energy management system - SeeZero. We've deployed more than 11 million devices to date, saving an estimated 7.5 billion kilowatt hours as a result, and the introduction of SeeZero will see that number multiply.

We have a stunning, spacious office on the outskirts of Cambridge. With a flexible approach to working, we offer hybrid working as standard and remote working for those who would prefer to work primarily from home.

### THE OPPORTUNITY

You will be a driven Sales Executive with proven experience managing large corporate accounts, ideally within complex, multi-departmental organizations. You'll need to understand and navigate differing value drivers across stakeholders, confidently challenge customers to uncover the full value we deliver, and use this insight to negotiate premium pricing.

### Requirements

- Experience working with, or selling into, energy retailers
- Proven track record in enterprise SaaS sales
- Strong hunter mentality with a pragmatic, consultative approach
- Excellent negotiation and stakeholder management skills
- Solid understanding of commercial SaaS subscription models
- Able to adapt pitch dynamically to the room energy and decision makers
- Results driven, motivated by success and resilient
- Self-starter who thrives in lean, collaborative teams.