

# Sales Lead

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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 8.5 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

Our commercial team works closely with energy suppliers, business partners, distributors and system integrators to create innovative and engaging solutions for energy consumers. Joining our team as a Sales Lead, you will be responsible for:

### Customer-facing engagement

- Generating new leads and opportunities, engaging prospective customers
- Proactively identifying and developing opportunities for geo's solutions
- Managing sales opportunities through to a successful outcome
- Gathering customer & market requirements and analysing competitors

### Developing customer propositions and proposals

- Identifying customer requirements and defining the geo solution
- Creating proposals, in collaboration with the geo team and partners
- Presenting, discussing and negotiating the proposal with customers to a successful outcome
- Understanding the needs of customers and be able to respond effectively

### Engaging with partners and stakeholders

- Creating and developing strong relationships with key organisations and individuals
- Raising the profile of geo and geo's solutions via in-person and online events, PR and digital media

- Identifying new business opportunities including new markets, growth areas and trends

#### **Internal alignment and engagement**

- Working with other members of the geo team to build our business

#### **Requirements**

- Proven track record, within a competitive market, of achieving high-value b2b sales in both a hardware and data services business
- Strong networking skills, with the ability to develop relationships and influence decisions with senior stakeholders.
- Several years' experience in a sales role within energy or a similar industry focussed on matching technology solutions to business needs
- Ability to quickly understand and position geo's portfolio against customer needs and industry dynamics
- Results driven, motivated by success and resilient
- Well organised, able to prioritise, self-directed and not easily distracted
- Graduate level education preferred
- Strong IT skills including Office (Word/Excel/PPT), ERP/CRM, collaboration, networking and insight tools
- Sense of humour
- Balanced, calm under pressure
- Comfortable and competent interacting at all levels across the business