

Job Title

Business Development Executive

Introduction

We are in the midst of an energy revolution. The economic landscape, developments in technology, evolving business models and consumer behaviour are changing at an unprecedented rate – creating more opportunities than ever for our business to innovate for our customers.

This is your opportunity to be part of a rapidly growing successful team in an exciting industry.

Company

Digital Engineering develops innovative technical solutions for the energy industry. It can boast a number of international, blue chip companies as customers. The company has enjoyed a hugely successful year to date, with sales up 300% on the previous year. The business wants to capitalise on its success in the UK market and develop a pipeline of projects in the American and European markets.

Key Skills

You will be able to:

- identify and research target companies
- identify and make contact with senior decision makers
- arrange meetings with senior decisions makers
- sell consultancy or high value services
- create and write marketing information
- attend trade shows and network with potential clients

The Position

Working directly with the Managing Director of the business you will establish a sales pipeline in America and Europe. You will help to establish, and be part of, a sales team responsible for delivering the sales and marketing strategy of the business.

This will include:

- selling technical services to American electricity companies. Our services include asset management and network planning consultancy
- selling trading data to electricity traders. Our services include forecasts of electricity supply and demand which is used for electricity price forecasting

Industry experience and knowledge will be an asset but is not required

The successful candidate will receive a competitive rate of incentivised pay subject to experience and performance.

Digital Engineering also offers flexible working hours and a cycle to work scheme.

The Person

The successful candidate will:

- become a public face of the business
- be an enthusiastic, driven individual with a passion for technical sales
- have at least 3 years of experience in sales and business development
- be personable and relate well to technically minded customers
- be able to explain complex ideas and services in simple terms
- be able to understand our customers businesses and be able to explain how our services add value
- be able to stay on top of product developments in the company and be able to integrate with the technical team to continually improve our services

Location

Digital Engineering is based in central Bristol. Bristol is a busy, bustling, creative city that provides something for everyone. Bristol was voted the “Best place to live in the UK in 2017” by the Sunday Times.

Why you should apply

- Work in an exciting, changing and rapidly growing industry.
- Learn how to sell some of the hottest technical subjects – including big data and machine learning
- Be part of a genuine success story. Digital Engineering will be expanding rapidly and you can be part of that.
- Successful employees will receive an attractive rewards package.

How to apply

Send a 1 page covering letter and up to date CV to jobs@digital-engineering-ltd.com.