

Job Title

Sales Executive

Introduction

We are in the midst of a climatological 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.

Salary is £25-30K depending on experience, plus commission

Company

Digital Engineering's mission is to help our clients understand the impact of weather on their business. Our customers range from single wind turbine owners to international blue chip companies, and we are in the process of launching our new Weather and Climate Training Academy to better help businesses understand the complex processes that are affected by meteorological and climatological variances. This is a new and exciting part of our business which will also help our clients to realise the value of our services.

The Position

Reporting to the Managing Director and Strategic Sales Manager you will help to establish new sales pipelines for our services and be part of a team responsible for delivering the sales and marketing strategy of the business.

Your role would be focussed on our new Weather and Climate Training Academy; weather-training.com

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

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

The position is based in our Bristol office.

Key Skills

You will be able to:

- identify and research target companies
- identify and make contact with senior decision makers
- arrange meetings alongside the Strategic Sales Manager
- sell consultancy and high value services
- assist in creating and writing marketing information
- attend trade shows and network with potential clients

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

Why you should apply

- Work in an exciting, changing and rapidly growing industry.
- Learn how to sell some of the hottest technical subjects.
- Be part of a genuine success story. Digital Engineering will be expanding rapidly and you can be part of that.
- We offer the opportunity for flexible and hybrid working, 25 days annual leave, cycle to work scheme and regular team building and social activities.

How to apply

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