

JOB TITLE: ACCOUNT EXECUTIVE

LOCATION: BROMSGROVE

DEPARTMENT: NEW BUSINESS DEVELOPMENT



WORKING FOR OEM

> ABOUT OPEN ENERGY MARKET

Open Energy Market is an innovative and fast-growing company building technology that is re-defining the commercial energy buying space. We were built to replace the staid broker model and bring energy management up-to-date with automation, transparency, and applied industry expertise behind it. We bring energy suppliers and buyers together in a way no other company does: maximising information, clarity, and support. That collaborative and open approach grows from the heart of our business. From our development department to our commercial and trading arms, every team member is invested in growing the company to meet the future.

That may be bringing innovative new products to market, recognising gaps in data provision that can benefit the whole industry, or enhancing the UI of our ground-breaking proprietary tech. We all feed off each other's ideas, and work as a team to achieve OEM's goals. We're proud of our work, but never so proud we stand still. When you join OEM, you can expect your opinion to be heard, your skills used, and your experience grown.

Since our launch in 2013, we have built an impressive portfolio of clients and partners, providing a platform for large-scale energy buyers to manage their energy portfolios and procurement process. Our clients are some of the largest names and brands within the UK.

For more information about us and what we do, head to openenergymarket.com.

Due to a significant recent investment and our plans for rapid expansion, we are seeking enthusiastic, intelligent and creative team members to join us. You can expect to join a dynamic team, and see your efforts reflected directly in the success of the business. OEM needs the brightest sparks to keep the revolution alight and fire us towards our ambitious goals.

We Are Open

0203 772 7720

jobs@openenergymarket.com

openenergymarket.com

The Sanctuary, 23 Oak Hill Grove, Surbiton, London, KT6 6DU

JOB DESCRIPTION

> ACCOUNT EXECUTIVE

The Role

You will be responsible for the generation of new business appointments for a team of Strategic Account Managers.

To achieve this your primary objective will be to make outgoing calls from a quality database to senior decision makers.

You will employ your sales experience, negotiation skills, and professional manner to identify the most viable business opportunities, overcome objections and be proactive within the role to accomplish your goals.

Managing your data set on a day to day basis is imperative, ensuring the CRM data is maintained, improved and constantly updated.

About You

You are highly organised, a great communicator, willing to learn, energetic, driven, and competitive. You are able to form strong business relationships as you support our prospects in discovering the full potential of our platform.

- Knowledge of the energy sector is useful but not essential
- You'll be open to change and eager to learn, with a good affinity for technology
- This position is predominantly phone based, so you will be polite and have a friendly B2B telephone manner
- You'll have excellent communication skills, able to persuade and negotiate
- You'll be proven in building long-standing working relationships
- As well as highly analytical and numerate, you'll have good planning and time management skills

The Opportunity

Reporting to Head of Business Development, you'll have exposure to the thrilling pace of new business generation.

You'll play a crucial role in the sales process, generating new opportunities for Strategic Account Managers. With an experienced team supporting you, you'll take pleasure in observing your leads flourish and develop into new customers. We reward everyone involved in that sales journey and strive for recognition of individual and team effort and success.

You'll be part of an industry-changing company, helping to redefine the way companies buy and manage their energy. You'll have a stake in the positive changes you make, and as a permanent member of staff you will be offered company share options.

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HOW TO APPLY

> ACCOUNT EXECUTIVE

To apply for this position, please send your CV with a covering note to jobs@openenergymarket.com, clearly indicating the position you are applying for.

Alternatively, you can use the application form on our recruitment page, clearly indicating the role you are applying for: <https://info.openener.gy/work-with-oem>

We look forward to hearing from you - good luck!

Please note:

Salary up to £25k, OTE £35k, dependent on experience

For this position, we are not responding to recruiters.

Due to the high number of applicants for promoted roles, we often aren't able to respond to every application that we receive. If you haven't heard from us within seven days, then unfortunately your application hasn't been successful.

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