

Business Development Manager, Carbon Architecture

Carbon Architecture is an established, expanding company that has a strong reputation for delivering solutions which help businesses reduce Carbon, Energy and Waste. Heading into our 12th year we are seeking an experienced Business Development Manager to join the commercial team to maximise the rapid growth forecast over the next five years.

Our sustainability solutions & products include Green Mark, an online environmental certification scheme for companies, Data Analytics (InMetriks), an energy data analytics service for industry and commercial buildings & Consultancy, focused on energy, water and waste minimisation. Green Mark is experiencing rapid growth as it moves from being a solution for SME's to one which is also scalable for larger business portfolios with multiple sites and there is huge scope to develop this brand.

With established clients already including Brew Dog, Laurent Perrier, Red Bull, Arla & the NHS this is an exciting time to be joining the team and a super opportunity for a successful sales professional with a passion and interest in sustainability & the environment.

Role:

Reporting to the Managing Director, you will be responsible for generating new business from a designated territory of UK businesses, a mix of FMCG, retail, hospitality and public sector, explaining the benefits of Carbon Architecture's portfolio of products and services and securing new clients with a particular emphasis on Green Mark and InMetriks.

Key responsibilities:

- Expanding the client base through sourcing and pitching new business - actively perusing business opportunities and sales leads - conducting business development calls and attending client meetings and presentations.
- Maintain and develop contacts and relationships with customers at all levels and identify important stakeholders
- Understanding a business's needs and pitch CA's relevant products as a solution to those needs.
- Initiation/drafting of proposals/tenders, assurance of proper technical and contractual handling, coordination of proposal development process
- Leading sales projects / negotiations through to closing.
- Maintain knowledge of all product and service offerings of the company
- Responding to sales requests and calculating client quotations
- Work with Business Development Executive to research & identify relevant leads to contact
- Attend conferences and industry events to promote product solutions and identify new prospects
- Develop and maintain a robust, targeted deal pipeline to continuously grow the business and generate sales
- Forecasting and reporting to senior management
- Collect/analyse market and competitive data and draw appropriate conclusions for account/sales plans
- Work closely with company directors providing relevant feedback & intelligence on marketplace, competitor activity and product development

- Develop and maintain CRM

The successful candidate will have a proven track record in selling sustainability, business improvement, technical or engineering services to business customers.

Required skills and qualifications:

- An experienced solution-seller with minimum of three years b2b sales experience
- Experience of generating new business sales and hitting targets
- Hands-on experience with multiple sales techniques (including cold calls)
- Excellent presentation skills
- Strong communication, written, verbal and negotiation skills
- Understanding of sales performance metrics
- Results-oriented, commercially savvy solution seller
- Resilient self-starter, sales “hunter” able to work in a team and autonomously
- Highly motivated with a strong desire to succeed
- Brings sense of team spirit
- Bachelor degree in Sustainability, Science or Engineering preferable, but not essential.
- Passion for sustainability and the environment
- Experience of CRM systems
- Full driving license

Flexible working/office location: Hampton Hill, West London

Carbon Architecture is committed to providing equal opportunities in employment and demonstrating that we value the diversity of our workforce. At Carbon Architecture we believe that diversity drives innovation, and we strive to create an inclusive environment where everyone can do their best work. All qualified applicants for this role will be considered regardless of age, gender identity, nationality, race, sexual orientation, disability, religion or belief.