

Job title	Business Development Manager
Reporting to	Commercial Director
location	Warrington / occasional site visits.
Job summary	<p>Aberla Energy is part of the Svella group of companies, a portfolio of businesses with expertise in energy and telecoms infrastructure, logistics and construction. Our management team has over 75 years' experience designing and deploying value-adding energy infrastructure across the UK.</p> <p>Our client base is diverse, ranging from public sector organisations such as councils and universities to blue chip industrial, manufacturing and fulfilment companies, and private investors.</p> <p>Our approach is holistic, we assist with the development of energy strategies, consultancy, design and installation, commissioning and O&M. We take pride in being a long-term and reliable partner to the organisations we work with.</p> <p>Overview of role:</p> <p>An opportunity exists to join a small but experienced and dynamic team to create growth within the business as we embark on an exciting journey towards our strategic growth aspirations. In return you will enjoy a supporting and encouraging culture with regular training and personal development.</p> <p>You will develop business and commercial opportunities for solar PV sales across the UK in non-domestic sectors, taking sales from initial contact and lead generation to official order from the client.</p> <p>A hybrid working environment will see the successful candidate work from home with regular travel to potential clients across the UK. Attendance will be required a minimum of once a week for team meetings and regular internal updates with the senior team at our head office in Warrington.</p> <p>Aberla Energy has extremely ambitious plans to continue to expand and grow over the next few years and we are creating this new position to assist us in achieving our goals.</p> <p>Typically, our solar PV projects range between 150kW to 10MW and include roof-mounted, ground-mounted and canopy mounted schemes, including complimentary technologies such as energy storage and digital systems. The role will work closely with the entire Aberla Energy team to develop opportunities.</p> <p>Key Responsibilities</p> <ul style="list-style-type: none"> • Research potential new leads and generate business opportunities for solar PV installations within the Commercial & Industrial sector. • Contacting prospective clients through a variety of platforms i.e., phone, social media, email and face to face meetings • Identify, develop and maintain relationships with clients, suppliers and strategic partners using a variety of marketing tools. • Working with Pre-Construction team to develop bespoke energy solution for individual clients. • Support the preparation of quotes and financial projections to present sales proposals to key decision makers from both SME and blue-chip organisations. • Meet quarterly and annual KPI targets for targeted turnover, providing regular forecast updates and sales figures to the MD and CD. • Generate and manage a developing pipeline and implement a CRM system which the company can use going forward.

	<ul style="list-style-type: none"> • Protect the interests of the Company and develop good working relationships with Clients, Consultants, Sub-contractors and Suppliers. • Key account management of repeat customers and existing framework partners <p>The position will involve regular travel (nationwide) to prospect new business and deliver sales proposals. Aberla Energy's main focus will be within the Northwest of England as a first priority.</p>
Skills, qualifications and experience required	<p>The ideal candidate will be a highly motivated individual who is target driven and adept at developing a successful territory.</p> <ul style="list-style-type: none"> - Must possess the ability to work autonomously and as part of a collective team, with the communication skills, energy and focus to cultivate and manage a busy pipeline of projects. - 3+ years' experience within the renewable energy industry (solar PV preferred) - Network of contacts and existing relationships desirable - Full driving license - Previous experience of working autonomously (preferred) - Good knowledge and understanding of the basic engineering principles around Renewable Energy - Ability to deal with complex tasks at pace. - Great and precise communicator, ability to influence at all levels - Ability to build relationships and a good rapport with clients to generate confidence.
Salary & Benefits	<p>For the right candidate we offer an attractive benefits package in a rapidly expanding forward thinking company. Competitive salary depending upon experience and qualifications.</p> <ul style="list-style-type: none"> - Pension - EAP - Car Allowance - £5K - 25 days holiday plus bank holidays - Private Healthcare - Flexible working hours & location
Applications	<p>All applications in writing, including full CV to: recruitment@aberlaenergy.com</p> <p>At Aberla Energy, we are committed to creating inclusive opportunities for all our employees. We encourage applicants from all backgrounds to reflect the communities in which we operate and serve, and the customers we support. Please do let us know should you require any reasonable adjustments during any part of the application process.</p>