



JOB PROFILE

Job Title: B2B Energy Field Sales Executive	
Report To: B2B Sales Manager	Date: 04/10/2018
Location: Unit 2, Edward VII Quay, Riversway, Preston, PR2 2YF	
Salary: Competitive basic with generous commission structure	
<p>Do you have experience in a B2B field sales role? Do you have a basic understanding of the energy industry?</p> <p>PFP Energy are recruiting driven, ambitious Energy Sales Executives to join our field based team. We are looking for full time, field based agents that are highly motivated, outgoing and eager to earn money.</p> <p>You will be :</p> <ul style="list-style-type: none">• Able to generate your own leads contacting new and existing SME and I&C business customers and book your own appointments to promote PFP Energy.• Highly customer focused with excellent verbal communication and interpersonal skills Self-driven with a positive outlook and a desire to succeed, with a clear focus on attention to detail, exceptional customer service and delivering sales results• Target driven, self-motivated and who relishes working in a competitive environment• Able to understand customer's needs and successfully build the relationship to achieve a sale.• Energy industry knowledge is desirable but not essential• Experience in a field based role, with B2B sales experience is desirable• You must hold a full and current driving licence <p>Full training and company induction will be provided in our training academy at PFP HQ.</p>	

Skills/Knowledge/Experience

- Confident and driven
- Excellent communication skills
- Identify sales opportunities and able to make contact with decision makers
- Administration and IT skills
- Confident in MS Word, Excel & Outlook
- 1 year experience in a targeted sales role
- Customer service experience
- Experience of working to and exceeding targets

Working Relationships

- Works productively and supportively with colleagues and team members.
- Works productively and supportively with external third parties and suppliers.
- Internal group functions and departments supporting the overall operation of the energy business

Benefits

- Significant OTE potential
- 22 Days annual leave plus bank holidays
- Pension scheme
- Car allowance/company car
- Job Type: Permanent/full time
- Excellent working environment