

JOB VACANCY

Sales Manager

EMSOL is searching for a talented and highly driven Sales Manager who can support EMSOL with structuring our sales process as we scale, provide direction for our lead generation teams and secure new opportunities for our business. If you are coming from the IoT connectivity, construction or sustainability industries and are passionate about developing new opportunities, we are looking for you!

➤ Responsibilities:

(including but not limited to)

- Managing and honing the sales pipeline process
- Managing the Lead Generation teams (contracted) and supporting them with qualifying leads
- Conducting Decision Maker sales meetings
- Establishing productive and professional relationships with key personnel in customer accounts
- Coordinating and taking progressive action to nurture all the pipeline opportunities.
- Working with our Head of Marketing to coordinate continuous campaigns for lead generation
- Managing accounts up to contract closure
- Feeding into the leadership team sales pipeline analytics
- Recruiting and growing the Sales teams.

➤ Who you are

- Organised and ambitious with a content learning mindset
- Minimum 5 years experience in B2B sales
- A background of exceptional training and personal development
- Familiarity with managing pipelines sales as part of a CRM process
- Tech-savvy to be self-sufficient
- Good interpersonal skills and emotionally intelligent
- Resourceful and a creative thinker
- Able to craft impactful proposals and when the time comes to lead successful tender submissions
- Be Proficient in English both written and spoken
- Lastly and importantly, be passionate about the environment and solving the air and noise pollution problem.



More about us:

EMSOL provides emissions management technology to big brand partners such as HS2, the NHS, John Lewis and Partners and many more. Founded in 2017, we are a startup, but one with:

- An impressive client portfolio
- UK Government investment backing
- Over 400 investors worldwide
- An experienced CEO with over 20 years in building tech companies
- Multiple technology, innovation and product awards

EMSOL's Vision – Is for a future free from polluting emissions

EMSOL's Mission – Is to facilitate lasting reductions in polluting emissions

We are a down-to-earth, friendly team and encourage and develop all of our employees to contribute to our success. We want trusted partners to work within our small and autonomously structured team, to maintain our relaxed and flexible working culture.

Package:

Location: UK, remote
Salary: Basic £35k – £50k
+ success related ad hoc bonus
Holiday: 25 days plus bank holidays
Tax efficient stock options in EMSOL

To apply: To apply in absolute confidence or for more information about this opportunity please send an up-to-date CV to freddie@emsol.io