

# JOB VACANCY

## Account Executive

EMSOL is searching for a talented and highly driven Account Executive, who can support EMSOL with securing new opportunities for our business as we rapidly scale. If you are coming from a SaaS, IoT connectivity, or sustainability background and are passionate about developing new opportunities, we are looking for you!

### ➤ Responsibilities:

(including but not limited to)

- Owning sales opportunities from discovery to close
- Regularly closing new business deals to achieve sales targets
- Establishing relationships with multiple stakeholders to build business cases
- Meticulously managing opportunities in your pipeline via the CRM
- Working with our Head of Sales to optimise the sales process
- Becoming knowledgeable on air & noise pollution, environmental compliance (WHO), including Scope 3 emission challenges and how to address it
- Providing clear prospect feedback to the product team to help shape our roadmap
- Supporting the Lead Generation teams with scripts, templates, and market sector approaches that align with our values, culture and vision
- Scoping out customer deployments with the Head of Operations to prepare quotations and proposals, including data analysis work to identify root causes of pollution and emissions.

### ➤ Who you are

- Passionate about the environment and solving the air and noise pollution problem
- Proven success with full-cycle new business deals in B2B sales (SaaS experience is a bonus)
- Excellent discovery and pipeline management skills
- Able to identify new business opportunities
- Able to craft impactful proposals
- Organised and ambitious with a constant learning mindset
- A background of exceptional training and personal development
- Excellent interpersonal and communication skills
- Can thrive in a busy, team-focused, startup working environment
- Proficient in English both written and spoken



EMSOL provides emissions management technology to major players in the NHS, Waste Management sector, with partners including TfL, HS2, John Lewis and Partners and many Local Authorities. Founded in 2017, we are a startup, but one with:

- Multiple awards and recognitions, including Innovation of the Year – Construction News Awards

2023 WINNER

**IMPACT FIFTY**

THE 50 MOST IMPACTFUL  
EMERGING COMPANIES  
TO WORK FOR

- Over 400 investors worldwide
- An experienced CEO with over 20 years in building tech companies
- & a brilliant Senior Leadership team

**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:** London, Hybrid/Remote

**Salary:** A competitive basic salary subject to experience + success-related commission

**Holiday:** 25 days plus bank holidays

**Pension:** Company Contribution

To apply: To apply in absolute confidence or for more information about this opportunity, please send an up-to-date CV to [talent@emsol.io](mailto:talent@emsol.io)