

# JOB VACANCY

## Account Manager

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 Construction, Waste Management, or Retail logistics or from the NHS or a Local Authority with a sustainability or procurement background and are passionate about developing new opportunities around sustainability we are looking for you!

### ➤ Responsibilities:

(including but not limited to)

- Becoming deeply familiar with our client's organisations and targets, and establishing close relationships with key stakeholders
- Managing the complete retention process
- Regularly uncovering and creating new opportunities with existing clients
- Preparing tender proposals for large expansion opportunities
- Meticulously managing renewals and opportunities in your pipeline via the CRM
- Working with our Head of Sales to optimise the renewal and expansion processes
- Building a deep understanding of the EMSOL solution and how it supports our clients' sustainability objectives
- Becoming knowledgeable on air & noise pollution, environmental compliance (WHO, including Scope 3 emission challenges & how to address it
- Providing clear client feedback to the product team to help shape our roadmap
- 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 renewal and expansion B2B sales (SaaS experience is a bonus)
- Enjoy building relationships and asking questions to understand client needs
- Great at uncovering and managing new business opportunities within the client base
- Exceptional organisation and communication skills
- Able to craft tender proposals
- 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

**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)