



## **BUSINESS DEVELOPMENT MANAGER – RENTAL**

Prolectric's next-generation technology is accelerating the change to a more sustainable future for businesses, communities, and the planet.

Market-leaders at the forefront of solar technology, providing zero-carbon and cost-effective sustainable lighting, power and security to some of the UK's biggest industries.

Our products and company culture are built around corporate social responsibility, being one of only a few UK companies to hold a gold CSR accreditation and the UK's most prestigious business accolade - a Queens Award for Sustainable Development. Complimenting this culture, the role offers the opportunity for two days of paid volunteer work per year and a day off for your birthday.

### **The Role**

- Since 2011, Prolectric has installed many thousands of our award winning solar streetlights across the UK and due to further increasing demand Prolectric has an exciting opportunity to join our team. The successful candidate will be responsible for increasing our rental offering in the UK through our rehire company network. The role is field based and will see you working closely with existing customers (e.g. National and regional hire companies) and developing relationships with new customers.

### **Main duties and responsibilities**

- To manage and be responsible for all rental activities in the UK, for our Temporary / off grid lighting and power products
- To be responsible for the development and growth of new customer accounts
- Be a first-class company Ambassador
- Demonstrate exceptional, industry leading levels of customer support, listening to the needs of customers, and delivering service which meets their needs and exceeds their expectations.
- Present clearly the unique selling points of cross-hiring award-winning solar lights and solar-hybrid power versus mains powered or diesel alternatives (training will be provided)
- Conduct site surveys if required and work with hire services to enable the end user to be confident in their choice

## **Skills, knowledge and competencies required**

The successful candidate is commercially astute, boasting a successful career of achievement in hire, business development and/or account management roles.

Excellent communication skills both internally and externally.

A collaborative working style, that enjoys an open culture with competitive drive.

Understanding of the hire industry and/or experience in solar lighting or renewable energy is beneficial, but not essential (full training will be provided).

Experience selling into hire companies or working with hire companies to ensure the end user gets the best experience.

Self-motivated with a hardworking and proactive approach.

Outgoing personality, with a team player mentality.

Good level of numeracy, comfortable with Microsoft Office (e.g. email), planning and presenting.

Results driven and a good negotiator.

## **The Offer -**

Excellent base salary - £39000 - £42000 dependant on experience

OTE Bonus scheme – 25% of base salary (£48750 - £52500)

Company Car

Company phone

Company pension Scheme

Share save scheme with Hill & Smith PLC

31 days holiday allowance (includes B/Hs), raising 1 day per year for each year of employment up to 33 days

Birthday Day off

Life assurance

Employee Assistance Programme

Bupa Private Medical cover

Formal Training and Development

Charity Volunteer days paid / match funding.