

## JOB TITLE

- Commercial Development Manager

## MAIN PURPOSE AND SCOPE OF THE JOB

- The role as a Commercial Development Manager is to introduce LG Energy Group Services and Products to applicable Corporate Energy Users. You will approach corporate businesses to establish applicable information from relevant contacts and decision makers to qualify that they meet LG Energy Group minimum criteria. You will qualify allocated leads and book appointments for the Field sales Team to attend. You will be an experienced member of the team responsible for additional projects and partnerships whilst maintaining the highest standards of knowledge within the team.

## POSITION IN ORGANISATION

Reports To: Head of Commercial Development

Responsible For: No staff

Budget Responsibilities: None

## SALARY RANGE

- £20,000-£25,000

## DUTIES AND KEY RESPONSIBILITIES

- Contact businesses from the leads provided via Sales Support/Management/Partners and build an established pipeline of validated/qualified leads. Predominantly by telephone but also emails, social media and events.
- B2B outbound cold & targeted calling including creating interest in the current services LGE offers.
- Question, fact find and build effective relationships with gatekeepers/receptionists. Obtain as much information possible, asking the appropriate questions to establish the correct contacts in order to introduce LGE to the relevant key decision makers.
- Maintain an excellent level of data accuracy / integrity within LG Energy Group systems ensuring the data collected is in the appropriate fields. All meeting notes or additional information returned from the sales team need to have further information added to the CRM FLG and this will be your responsibility.
- Achieve personal sales targets/team targets/KPI's, maximising the potential of every lead from appointment booking to cross selling additional products where applicable and effectively identifying all opportunities.



- Contact key decision makers and promote LG Energy Group services, build effective relationships, question appropriately, handling objections accordingly in order to book an appointment for Field Sales to attend.
- Provide mentoring and guidance to junior members of the team.
- Project manage allocated Partnerships or Projects as allocated by Head of Commercial Development.
- Carry out other relevant responsibilities as and when set out by the management team.

#### **GENERAL RESPONSIBILITIES**

- Ensure during communications with anyone on behalf of LGE that you represent the company in a professional and appropriate manner.
- Provide mentoring to junior team members, share knowledge and guidance at all relevant opportunities.
- Adhere to all company policies and procedures as required.

**PERSON SPECIFICATION**

In these sections you should detail the qualities, skills and experience you are looking for in the person you would like to employ.

	<b>CRITERIA</b>
<b>SKILLS AND ABILITIES</b>	<ul style="list-style-type: none"> <li>• The ability to adapt your approach to different prospects instinctively.</li> <li>• You will need to be target driven, competitive with a can do attitude.</li> <li>• You will need to be diligent, persistent and able to speak to senior level contacts to build and develop relationships.</li> <li>• Clear and concise written and spoken communication skills</li> <li>• The ability to quickly learn new products and to cross sell several products at any one time.</li> </ul>
<b>EXPERIENCE</b> Please list what experience the person would need to do the job	<ul style="list-style-type: none"> <li>• Previous experience of using and updating a CRM system</li> <li>• Minimum requirement for 2 years cold calling experience</li> <li>• Previous Sales/Telesales experience essential</li> <li>• 12 months energy industry/relatable industry experience</li> <li>• Telephone objection handling essential</li> <li>• Minimum of 12 months experience in the role</li> <li>• Demonstrated consistency of achieving targets/KPI's</li> </ul>
<b>KNOWLEDGE</b> Please list what knowledge this person would need to do the job?  Please include any specific qualification or training requirements.	<ul style="list-style-type: none"> <li>• Knowledge of Corporate Energy Markets essential</li> <li>• Knowledge of Energy Consultancy products essential</li> <li>• Appointment making process experience essential</li> <li>• Solution selling skills essential</li> <li>• Daily usage of Microsoft packages essential</li> <li>• Must demonstrate the desire to learn and expand on new products/areas of expertise.</li> </ul>
<b>PERSONAL ATTRIBUTES AND OTHER REQUIREMENTS</b> Please list any other qualities you are looking for from the applicant	<ul style="list-style-type: none"> <li>• Always go that extra mile in order to achieve success.</li> <li>• Focused and determined to succeed.</li> <li>• Be a good team worker demonstrating loyalty and commitment to the organisation and team members.</li> <li>• Make LGE a positive place to work.</li> </ul>