

Recruitment

Job Description & Requirements



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| Job Title | Technical Sales Executive |
| TEA Reference | TSE177 |
| Salary | €38,000 to €48,000 + Expenses, Laptop & Phone |
| Location | Cahir, Co. Tipperary (with opportunity to work from Nenagh office 1-2 days a week) |
| Start Date | October 2017 |
| Contract Type | Fixed Term – 24 months with option to extend and possible permanency. |
| Hours | Full or Part Time to suit a work life balance. |
| No. of Positions | 1 |

Background

The TEA works on a wide range of projects which require multi-disciplined teams and skills. The mission of the Agency is to “lead and support Co. Tipperary to reduce its CO₂ emissions by stimulating and implementing best practise in the field of sustainable energy”. The Agency, one of Ireland’s leading social enterprises, is embarking on a European Investment Bank funded investment targeting €37M of Residential and Non Residential building upgrades over 3 years. In order to realise this public good programme, the Agency needs to bring a keen sales person on to the team to enhance it’s ability to sell Sustainable energy upgrades to individuals, communities and businesses.

This 3 year programme is the catalyst to Tipperary Energy Agency appointing several staff, including a Technical Sales Executive to work in one of our two Tipperary offices. The role will entail working with other TEA staff to support the development and implementation of our deep retrofit programme (www.Superhomes.ie) and our non residential energy upgrade programme. This role may involve one or more of the below topics:

1. **Business Development support of the SuperHomes retrofit programme.**
 - a. Supporting and developing the sales pipeline of SuperHomes
 - b. Working directly with homeowners to evaluate suitability and recommended products and services
 - c. Understanding the USP of SuperHomes and enhancing the capacity of the 5 strong engineering team to support customers to embark on a deep retrofit of their home
 - d. Project Management of customer relations, customer progress, identifying weakness of the customer journey and enhancing delivery of services.
 - e. Supporting and developing the contractors and suppliers to enhance the uptake of SuperHomes in Ireland.
 - f. Improving the commercial offering of Superhomes to enhance it’s uptake.
 - g. Working with the Marketing and development team to enhance the recruitment campaigns.

2. **Non Domestic Engineering consultancy service**
 - a. Development of a sales pipeline of customers investing in energy upgrades of their premises.
 - b. Supporting the TEA non-residential team to enhance the customer pipeline of energy audits, energy upgrades and projects to implement.

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Other tasks as required: Other tasks will be assigned subject to requirements and needs across the various activities within the TEA team.

Candidate Requirements

The successful candidate will have the following skills and attributes:

- Ideally a Graduate Degree in Sales, business or related commercial discipline
- Excellent Communications skills
- Genuine, customer focused approach to sales
- Strong IT and analytical skills
- Self-starter and self-motivated
- Adaptable and flexible
- Experience (5+ years) in a sales or business development role in one or more of the following construction/ sustainable energy disciplines:
 - Construction/Energy/Environmental sector
 - Consumer / Household investment
 - B2B consultancy sales

One or more of the following would be an advantage

- Demonstrated business development experience
- Demonstrated construction experience
- Demonstrated technical sales experience
- Keen understanding of the energy retrofit market (domestic and non-residential sectors)
- Knowledge of CRM systems
- Experience in sustainable energy or related areas
- Understanding of climate change, energy use and the relationship between the two.

To Apply

The TEA is looking to recruit one or two persons, and in addition may create a panel of suitably qualified individuals for future roles. Applications forms and full job specification available at <http://tea.ie/jobs/current-vacancies/>. Closing date for receipt of applications is **4pm on Friday 13th October 2017**.