

sustainit

Client Solutions Consultant

(Business Development Manager)

Description

Our ideal candidate has in-depth knowledge and experience with the full sales process, excelling at lead generation, relationship building and closing deals. We're seeking a quick learner who enjoys a fast-paced environment and has a track record of success in sales.

About us

Sustainit is an award-winning sustainability data consultancy revolutionising how organisations make a positive impact - one data point at a time. We are a second-generation family business, built on positivity, collaboration and respect. Our aim is to provide the support and tools for every business (small or large) to prioritise sustainability, which is why we are looking for an enthusiastic Business Development Manager to join the team and help grow our new business. Based in central Bristol, our team works in an ever-evolving sustainability and ESG landscape.

As an employer, our culture is built on its people and we believe in a happy, inclusive and supportive environment, where everyone can work to the best of their ability. We welcome applicants looking for a part-time role or flexible hours.

Key responsibilities of the role:

- Fast-paced target-oriented role, aimed towards high-value business wins
- Actively and successfully managing the entire sales cycle process (lead generation, presentations and proposal writing, quoting, negotiation, sale close and active handover to the delivery team)
- Articulate our value proposition to ensure the business impact of the solution is understood by our prospect/client
- Be able to quickly analyse and determine our client's needs and pain points against our core service offering
- Pipeline management and strategy development; actively drive prospecting activity to drive effective pipeline creation
- Working closely with existing operational and account management teams (CRMs) to deliver the ideal solution for the client
- Travel to events or clients face-to-face meetings within the UK and occasionally international

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Essential requirements:

- Proven sales development experience, with 2+ years in a comparable business development role (technical and data services, not products)
- Proven track record in sales from prospect to close, selling high-value contracted services
- Highly motivated, energetic and customer-focused approach/mentality
- Strong ability to communicate with conviction (both written & verbal)
- Presentation, negotiating skills and influential skills
- Some sustainability/ESG knowledge relating to our core service offering
- Team player, able to work effectively across operations and marketing, as well as able to support those in the wider business keen to work on pipeline growth
- Robust and resilient, able to absorb pressure and respond positively
- Experience in building, maintaining and upselling to repeat customers
- Ability to work closely with the c-suite to support the business growth
- Computer literate with strong knowledge of Microsoft Software such as Word, Excel and PowerPoint.
- Prepared to travel to client meetings and events

Desirable

- Knowledge of ESG / EHS data management systems
- Sustainability knowledge – current UK / EU legislation and requirements

Because employee well-being is our priority

- Up to 6% commission on all new business sales (*annual cap applies*)
- Flexible hybrid working between home and central Bristol office – 2 days minimum required in the office
- 26 days holiday (includes Christmas closure 3 days between Christmas day and NY & your birthday off)+ bank holidays
- Additional day of holiday each year (up to 3 years)
- Additional reward and recognition for long service over 5 years
- Health Shield cash plan – level 3 cover, includes counselling, 24hr GP service, retail discounts and more
- Pension with employer contribution
- Individual annual personal development budget
- Annual Happy Desk fund – to customise your desk space
- Quarterly staff team building events and Christmas / Summer parties
- 2 days of paid volunteering time for a charity

And more...