

JOB SPECIFICATION



Domestic Sales Specialist	
Reporting to	Head of Domestic Sales
Hours	Full time 37.5 hrs per week Working times between 8.45am–9.00pm Monday to Friday and 10.00am–4.00pm on Saturday & Sunday
Location	We Power Your Car, Airedale House, Wagon Lane, Bingley, West Yorkshire, BD16 1WA
We Power Your Car	
<p>We Power Your Car is an electric vehicle (EV) charger, full-service supply and installation company based in Yorkshire but operating nationally.</p> <p>As the experts in EV charging, we can assist with every step of sorting an EV charging solution, whether it be for the domestic or commercial market.</p> <p>We're a rapidly expanding business in an exciting industry, and we're looking for new team members to join us on our journey.</p>	
General job description	
<p>We're looking for an experienced, positive, and driven Sales Specialist to join our fast-paced team, selling EV chargers, including installation, to domestic customers. Working towards team sales targets, driving sales from warm leads, and providing expert advice on the purchase and installation of EV chargers.</p>	
Main Responsibilities and Duties	
<p>As a member of our Domestic Sales Team, you would be expected to</p> <ul style="list-style-type: none">Sell EV chargers including installation to domestic customers from pre-qualified and warm leads	

We Power Your Car Ltd

Airedale House, Wagon Lane, Bingley, BD16 1WA

Tel | 03333 44 96 99 Email | jobs@wepoweryourcar.com

- **Contribute to achieving your portion of the team's sales target**
- **Communicate through multiple methods**
 - **Inbound and outbound calls**
 - **Team and individual emails**
 - **Online chats**
 - **WhatsApp and text messaging**
- **Uphold our five-star customer service reputation and promote the business**
- **Educate potential customers in relation to the products, business and/or industry**
- **Process sales for yourself and colleagues**
- **Develop a strong knowledge of our products and the EV charging industry**
- **Work together with other departments to ensure an efficient customer experience**
- **Feedback from customers and market trends to improve our customer experience, sales and offering**
- **Ensure all communications are thoroughly and efficiently recorded on our internal IT systems. This is an integral part of the role as all members of staff need to be able to access and utilise this information whenever required to ensure the successful day-to-day running of the business**

Skills and Requirements

General essentials

Customer focused

Sales focused and target driven

Highly organised and process aware

Ability to prioritise

Positive attitude and resilient

Ability to learn and retain product knowledge

Open to change and trialling different approaches

Able to build relationships and work with a range of personalities

Self-motivated and works well under pressure

Sales Style

Consultative approach

Honest and transparent

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Commercially aware to spot an opportunity

Tenacious

Patient, helpful, engaging, and genuine

Communication essentials

A friendly, professional, and confident phone manner

Impeccable listening skills

Negotiation skills

Excellent written communication skills

Team skills

Work well as part of a team and work on your own initiative

System essentials

Proficiency in Microsoft applications

Ability to learn and navigate multiple systems efficiently

Ability to multitask

'Nice to haves'

Eco conscious or an interest in the Electric Vehicle charging industry

Previous experience in a telesales environment

Salary	Basic Salary £27,000 per annum (OTE £35,000)
Holidays	25 days plus bank holidays
Benefits	<ul style="list-style-type: none"> - Work for an ambitious professional business in an exciting and fast paced industry - Daytime, evening, and weekend working hours - Competitive salary - Opportunities for progression - Lovely new working environment with free parking - Ongoing training