

JOB SPECIFICATION



Internal Technical Sales - Commercial	
Reporting to	Head of Commercial Sales
Hours	Full time 37.5 hrs per week Working times between 8.45am–5.15pm Monday to Friday (some travel and out of hours work may be required)
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, 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 a positive and driven, degree educated individual to join our Internal Commercial Sales Team. This varied role includes, following up on initial customer enquiries, providing expert technical solutions on the supply and installation of EV chargers for commercial customers, where no two jobs are the same. Gathering detailed information to provide quotes and keep customers fully up to date throughout the project and beyond.</p> <p>For the right candidate this is a fantastic opportunity to develop within a fast-growing business and learn the EV charger & installation industry</p>	
Main Responsibilities and Duties	

As part of our Commercial Sales Team, you would be expected to undertake:

- Initial telephone calls with potential sales opportunities, within agreed timescales
- Quantifying opportunities & gather necessary information.
- Liaising with contractors and sending/progress chasing site surveys & quotations
- Producing detailed costings
- Compiling detailed technical customer quotations & amending quotes as the projects develop
- Progress chasing customer projects.
- Project Management, liaising with contractors, suppliers, customers, and internal departments.
- Post sales follow up.
- Administration of various databases
- Some customer site visits will be required as the role develops.
- Uphold our five-star customer service reputation and promote the business.
- Educate potential customers in relation to the products, business and/or industry.
- Develop a strong knowledge of commercial charging solutions and the EV charging industry.
- Work together with other departments to ensure an efficient customer experience.
- Ensure all communications are thoroughly and efficiently recorded on our internal IT systems.

Skills and Requirements

General essentials

Educated to Degree level

Willing to learn the EV charger installation industry and grow with the business.

Customer & commercially focused

Highly organised and process aware

Ability to prioritise

Good numeracy skills

Positive attitude and resilient

Ability to learn and retain product knowledge

Self-motivated and works well under pressure

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

Full driving licence

Communication essentials

A friendly, professional, and confident telephone manner

Ability to converse with external business owners, senior managers, and contractors

Excellent written communication skills

System essentials

Proficiency in Microsoft applications

Ability to learn and navigate multiple IT systems efficiently.

'Nice to haves'

A technical or electrical background

Eco conscious or an interest in the Electric Vehicle charging industry.

Previous experience in working with tenders.

Salary	Basic Salary £28k-£32k depending on experience
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 - Competitive salary - Opportunities for progression - New working environment with free parking - Ongoing training