

SALES SUPPORT TEAM MANAGER

ROLE

The successful candidate will manage the Sales Support team in delivering accurate and timely quotes in response to fixed and flexible electricity tenders. They will ensure there is sufficient resource, processes and training to enable the team to achieve their targets. They will also upskill the team from a predominantly administrative sales role to include more Account Management responsibilities.

KEY RESPONSIBILITIES...

- Manage and engage the team in supporting Account Managers achieve the new business and renewal sales targets.
- Ensure all fixed and flexible quotes are sent out accurately in line with agreed deadlines.
- Training members of the team on new products & processes, as well as upskilling the team to deliver low-level Account Management responsibilities.
- Collate and report on Team performance/KPI's using salesforce
- Review and manage team resource and recruitment process.
- Work with IT, other departments & external partners to deliver ongoing process improvements.

THINK YOU'VE GOT WHAT IT TAKES?



Contact us at careers@brytenergy.co.uk



EXPERIENCE...

ESSENTIAL

- Sales Support experience at an electricity supplier
- Experience in a customer facing role
- Experience with fixed and flexible supply contract tender and negotiations process
- Competent in using Salesforce

DESIRABLE

- Experience of working with Sage 200
- Experience of working in the UK electricity supply industry

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