

Technical Sales Consultant

We are looking for a reliable Technical Sales Consultant to join our friendly team.

Location: Croydon, with some travel in and around London and Greater London

Company Overview: Elite Renewables is a leading provider of renewable energy solutions, specialising in the design and installation of renewable energy systems and general Mechanical & Electrical (M&E) systems for both domestic and commercial clients. Our mission is to deliver high-quality, sustainable energy solutions that meet the needs of our clients and contribute to a greener future.

Role Overview: We are seeking a dynamic and technically proficient Technical Sales Consultant to join our team. The ideal candidate will have a strong understanding of renewable energy systems, particularly in heat pumps, solar PV, and storage systems. You will play a crucial role in driving sales and supporting our clients throughout the project lifecycle, from initial enquiry through to installation.

Key Responsibilities:

- **Lead Generation:** Identify and pursue new sales opportunities through various channels, including inbound enquiries, outbound calls, and networking events.
- **Client Consultation:** Engage with potential clients to understand their needs, provide expert advice, and recommend suitable renewable energy solutions.
- **Technical Proposals:** Prepare detailed proposals, including system designs, specifications, and quotations, using relevant software tools.
- **Site Assessments:** Conduct site visits and surveys to evaluate project feasibility and gather necessary data for accurate design and installation.
- **Sales Support:** Work closely with the Senior Design and Sales Engineer to develop and refine sales strategies, ensuring a high level of customer satisfaction.
- **Communication:** Maintain clear and prompt communication with clients, addressing queries and concerns efficiently to build strong, long-term relationships.

Qualifications and Experience:

- Minimum of 2-3 years of experience in a sales or technical sales role within the renewable energy sector.
- Proficiency in using Microsoft Excel, Word, and other office software.
- Experience with PV system design software and heat pump design is highly desirable.
- Strong understanding of renewable energy technologies, including heat pumps, solar PV, and energy storage systems.
- Excellent verbal and written communication skills, with a customer-focused approach.
- Ability to work independently and as part of a team, with a proactive and results-driven mindset.

Additional Requirements:

- Full UK driving licence is preferred, as the role involves travel to client sites.
- Based in or willing to commute to Croydon, with flexibility for travel around London and the surrounding counties for site surveys.

Elite Renewables Office & Showroom
Unit 20 Tait Road
Croydon
CR0 2DP

020 8706 0056
www.eliterenewables.co.uk
www.elitearchitecture.co.uk



What We Offer:

- Competitive salary
- Opportunities for professional growth and development in a rapidly expanding industry.
- A supportive and collaborative work environment, with a focus on innovation and sustainability.

How to Apply: Please submit your CV and a cover letter outlining your suitability for the role. We look forward to welcoming a passionate and skilled professional to our team at Elite Renewables



Company Number: 12188050 VAT Number: 332651421