



<b>Job Title:</b>	<b>Business Development Manager (BDM)</b>
<b>Based at:</b>	Leatherhead, Surrey
<b>Working Model:</b>	Flexible – incl. remote working, site or project base (min. 2 days office)
<b>Reports to:</b>	Sales Director
<b>Role Overview:</b>	<p>An exciting opportunity for an experienced and tenacious BDM to contribute to the growth of an ambitious business at the forefront of the UK's net-zero energy transition.</p> <p>Main responsibilities include winning profitable new business, growing existing client relationships through strong account management and raising 3ti's profile externally through networking.</p>

### About the Role

3ti is seeking a highly motivated and driven individual to join an ambitious team as **Business Development Manager** and support the sustainability transition of a diverse range of customers. The successful candidate will be responsible for developing new business opportunities, helping the company increase its sales and expand its client base, whilst delivering best in class service to clients.

#### Responsibilities:

- Researching, identifying and qualifying new Solar Car Park & Papilio3 clients/ opportunities
- Generating leads and calling prospective clients, in order to arrange face to face meetings
- Working closely with Marketing & Development, to grow a sustainable pipeline of opportunities in target market sectors, focused on client satisfaction and profitability
- Building in-depth knowledge of our services and solutions and working with colleagues in Development, Technology and Delivery to present compelling proposals and pitches
- Ensuring proposals are successfully transitioned from initial bid/presentation to contract close
- Carrying out due diligence on potential counterparties and competitors, then working with Finance/Legal to develop winning commercial offers to move projects to contract close
- Developing single projects into client partnerships, by targeting long-term volume & value
- Agreeing and meeting sales targets, establishing KPI's and performance tracking and updating progress/results in CRM and client databases. Presenting performance to Director/ Board
- Developing strong external relationships with key stakeholders in the market/ industry

### About You

You are an ambitious, enthusiastic and results-oriented person with a proven track record in selling and a history of exceeding targets. This will be in high contract value B2B and/or public-sector sales, ideally with experience in solar, battery storage &/or EV charging. You are passionate about Sustainability and the green recovery, matching the 3ti ethos of 'Leave something better behind'.



You are:

- Client centric - Able to build trust and act as internal advocate to deliver our promises
- Able to identify, engage and build relationships with clients and stakeholders at all levels
- Proactive, positive, enthusiastic, flexible and focused on results/closing deals
- Strong team player & great communicator who collaborates internally to deliver client results
- A strategic thinker, commercially aware, well-organised - Able to deliver to deadline/budget
- Entrepreneurial and comfortable working in a young company/start-up environment
- Well respected in the renewable energy/solar industry, with a demonstrable track-record of commercial success and excellent networking

Essential:

- Commercial experience in high value solar project development and sales, including writing technical proposals, commercial negotiations (including DNO/Planning) and legal contracts
- Track record in long term client relationships, closing deals and client satisfaction
- Passion for making the planet a better place for future generations and a commitment to, renewable energy and sustainable project development
- Confident and engaging when presenting or speaking in public
- A minimum of 5 years sales experience
- Proficient in Office 365, MS Planner, Jira & CRM systems (ideally Salesforce)
- The right to live and work in the UK with a UK driving licence

Desirable:

- Strong graduate degree (or equivalent Engineering/Electronics/Real Estate/Construction)
- Experience of commercial negotiations, valuations and tenders
- Location: Ideally within a 2-hour commute of Leatherhead

### **Company Benefits**

- Generous annual leave – 25 days plus bank holidays
- Performance based bonus scheme
- EMI share options
- Company Electrical Vehicle/Car Allowance
- Group Life Insurance – 4 x base salary paid to beneficiary
- Employee Assistance Programme including financial and legal support
- Access to Private GP 24/7
- Business expense allowances
- Contributory pension scheme



## About Us

3ti - 3 technology infrastructure - are the UK's leading designer, installer, funder and operator of Solar Car Parks (SCPs). We are passionate about renewable energy and believe that sustainable EV charging from the sun, where you stop is the best way for the UK to transition towards green mobility.

We provide secure, consistent, clean and sustainable energy for businesses and communities. We do this by integrating local mains electricity with Solar power, Battery Energy Storage Systems (BESS) and EV charge points.

3ti has already covered 2,500 parking spaces with over 5MW of installed capacity across the UK. In the past 3 years, our team who have over 100yrs combined experience, have built the UK's largest solar car parks at Bentley Motors in Crewe and JP Morgan Chase in Bournemouth.

In May 2022, 3ti also developed and launched the award winning Papilio3, a pop-up mini solar car park and EV charging hub, that offers a perfect plug, play & expand solution until client's EV charging requirements and infrastructure are finalised.

## Equal Opportunities

3ti is an equal opportunities employer. All persons will receive consideration for employment without regard to gender (including gender identity, gender expression and gender reassignment), race (including colour, nationality, ethnic or national origin), religion or belief, marital or civil partnership status, disability, age, sexual orientation, pregnancy or maternity, trade union membership or membership in any other legally protected category.

We want to build an inclusive, diverse team and welcome applications from all qualified persons.

Please email your CV and covering letter to [careers@3ti.co.uk](mailto:careers@3ti.co.uk)