



**Sales & Marketing Manager
Cambridge - Nationwide**

Are you looking for a high impact position in an agile and entrepreneurial setting focused on the national delivery of solar PV building and transport integration solutions?

Polysolar is a small dynamic company at the leading edge of technology and design for solar power generation. The company is a producer of building-integrated photovoltaic (BIPV) glazing solutions for both the domestic and commercial market. Due to recent success in the solar EV carport canopy market, we are expanding our operations and are seeking a Sales and Business Development Manager.

The primary focus of this new role will be initiating and developing customer relationships, particularly in the area of EV Hub canopies (a rapidly growing area of Polysolar's business) but also wider BIPV projects in construction and transport. Target client sectors will be local authorities, carpark operators, service station owners and commercial offices and venues.

The role will entail, working alongside the CEO and COO, the direction of marketing and promotional activities, identification of target customers, liaison with and sales to potential customers, client management, handling new enquiries, and supporting the proposals manager. It will also entail maintaining on-going contact with clients and potential clients. In addition, this individual will be required to assist where appropriate in project management to ensure customer satisfaction and repeat/additional sales.

This role will be both demanding and extremely rewarding as it is at the forefront of a new and rapidly growing industry. Polysolar's projects range from significant commercial developments names to more bespoke solutions for individual client needs, with a sales value of anywhere between £20K to £1-2m. In all cases, clients demand strong customer relationship management and reliable points of contact. This new role will be a key position in the company and help direct our future success, it will also play a key part in supporting and enhancing the growing Polysolar reputation and brand. This will include participation in marketing activities such as exhibitions and conferences, advertising and PR and social media promotion.

The role will be predominantly based from our Cambridge office but entailing regular meetings from our London sales office. There will also be visits to client sites when necessary. For this role it is not essential to base oneself in the Polysolar offices, but we would expect regular participation with the team in Cambridge and a period of development at the office in the early induction phase.

Key Requirements

- At least 3-5 year's experience in a sales and/or sales management role
- Experience in construction materials, renewable energy system sales a considerable advantage although general sales capabilities considered
- An interest in technology, engineering, construction with a demonstrable interest in environmental sustainability and alternative energy solutions
- Experience in marketing and promotion
- Able to prioritise work and comfortable working both independently and as part of a small team
- Organised with superior communication skills (both written and verbal)
- Collaborative and engaging with customers and partners
- Strong work ethic, highly motivated with a willingness to help out across a range of tasks – this is a small and fast-growing company where new opportunities and demands arise regularly
- Able to set, meet and exceed targets

Remuneration will be a combination of fixed salary and commission

To apply please send a CV and covering letter to:

Hamish Watson

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