

## Account Executive

### The opportunity

We are looking for an account executive to join HBS New Energies, one of the UK's leading sustainable technology specialists as it enters an exciting time of expansion.

Reporting to the Head of Business Development, you'll be delivering exceptional customer care and account management to ensure we continually hit our service level agreements and achieve the highest levels of customer satisfaction. You'll play a key role in nurturing existing and new customers to help maximise revenues and drive long-term repeat business.

### About HBS New Energies

HBS New Energies is a market-leading renewable energy expert, specialising in the design, supply, installation and maintenance of solar PV, battery storage and EV charging technologies. We are part of the Brickability Group PLC, a leading UK distributor of construction materials.

Over the last 13 years, our expert team has built an unrivalled track record in the housebuilding, construction and commercial sectors, installing solar PV to over 15,000 properties nationwide. Today, we're the sustainable technology partner of choice for forward-thinking organisations, helping to future-proof new homes and buildings on the road to net-zero.

### Key responsibilities:

- Work under the guidance of the Head of Business Development to build and maintain client relationships based on trust and added value
- Gain intimate knowledge of client accounts and manage pipelines
- Foster long-term relationships with key decision makers to optimise maximum value from the accounts and drive repeat business
- Follow up with allocated accounts to gain feedback during tender process to help secure new contracts and achieve collective revenue targets
- Liaise with our in-house design and estimating team to ensure relevant progress is made on opportunities during the tender and negotiation stages
- Ensure opportunities and project enquiries are generated into the business and distributed to the relevant department quickly and efficiently
- Understand client's needs and demonstrate the value adding services we offer
- Work with Business Development and Marketing to help identify best outcome for each client
- Arrange regular meetings and site visits with client teams to help nurture relationships
- Assist the finance team with the collection of contracts and invoices
- Responsible for account management administration
- Maintain up-to-date knowledge of our specialist technologies/services and industry trends

## What skills and experience are we looking for?

The ideal candidate will have a passion for creating and maintaining excellent relationships with clients and is able to add value at every stage of the customer journey.

- 1+ years in a previous B2B account executive role preferred
- Previous experience within the construction or renewables sectors desirable but not essential
- Commercially astute and target orientated
- Strong organisation skills and ability to multi-task
- Confident working independently and as part of a dynamic team
- Positive and tenacious
- Excellent customer service and communication skills
- Proficient in MS Word, Excel, Outlook
- A keen interest in sustainability and renewables would be advantageous

## What we offer:

- Permanent, full-time position
- Competitive salary of £20-24K DOE
- Commission opportunities
- 20 days annual leave + public holidays
- Contributory Company Pension Scheme through Nest
- Fully funded social events across the year
- Free onsite parking

## Join our solar revolution and help power a sustainable future together

By joining HBS New Energies you will contribute to helping our clients deliver zero-carbon homes and buildings across the UK. If you think this is the right opportunity for you and want to be part of a friendly and dynamic team to help power a greener, more sustainable future, simply send your CV to [careers@hbsgroupsouthern.co.uk](mailto:careers@hbsgroupsouthern.co.uk)

HBS New Energies is an equal opportunities employer and we're committed to maintaining a diverse and inclusive workforce. Applicants must have a Right to Work in the UK.