Job Description Feb 25

What you'll be doing:

The SME Sales Consultant - Renewals will be responsible for managing the sales inbox, generating tenders, pricing and committing contracts and sending out all confirmations before the end of the day. You will also liaise daily with customers and brokers via telephone and email and meet individual and team targets to renew gas and power SME accounts. This role is based in our Coventry office and will be office based Monday to Friday 8:30am-5pm.

Job Title:

SME Sales Consultant (Renewals) - Coventry

Reporting to:

SME Renewals Team Leader

Department:

SME Renewals

Tasks & Responsibilities:

- Grow the SME portfolio in line with targets
- Ensure Customer/Broker relationships are maintained and developed to achieve optimum profitability for our renewals.
- Successfully renew existing customers whilst maximising margins.
- Act in accordance with the companies risk procedures and guidelines.
- To work in a co-operative manner with all departments and functions within Corona Energy to providing focus on business revenue and efficiency.
- To actively improve all current processes and provide innovative solutions to partners unique requirements.
- Act in accordance with the companies risk procedures and guidelines.
- Act in accordance with all SME Sales procedures.
- Role duties could change with the SME Sales Team as required to fulfill business needs.
- Any other reasonable duties as defined by management.

We'd love to meet someone who:

- Experience of working in the gas/power industry would be desirable.
- Proven experience in Sales.
- Excellent communication and negotiating skills.
- Strong team player.
- Exceptional telephone skills.
- Able to work to deadlines and targets.
- Microsoft Word and Microsoft Excel experience.
- Able to work on your own initiative as well as part of a team.
- Flexible/easy going personality with high personal ambitions and drive.

Example Career progression pathway



Why you'll love it here:

- We celebrate every member of our team, welcoming applications from individuals of all backgrounds. Our commitment to diversity ensures that we create a workplace where everyone can thrive, regardless of race, religion, gender identity, ability, or any other characteristic.
- Enjoy an inviting office with free daily breakfast, healthy snacks, and relaxation spaces including a pool table and gaming consoles.
- Experience a supportive work-life balance with flexible working options.
- Participate in team activities, such as green initiatives, wellness groups, and social events.
- Access interest-free loans for gym memberships.
- Celebrate together at annual parties, long-service awards, and enjoy a day off for your birthday.

Employee Name:

Employee Signature:

Date Signed: