



Field Sales Executive – Energy

SALARY Competitive basic and attractive commission structure

HOURS Monday to Friday 8:30am – 5:30pm

LOCATION Basildon and Field Based

Are you a dynamic Energy Sales Executive with experience of selling into a varied customer base? Are you able to identify requirements, present solutions, negotiate and close business both internally and face to face? If the answer is yes and you are looking to build a rewarding and sustainable career, you may be the perfect candidate for ADSI.

We are an established yet flourishing group with a £10 million turnover. We have two offices within the UK and our core business is to provide end to end solutions across a range of technical products and services. We offer complete account management for customers looking to improve efficiency and running cost within their organisation.

Continued growth and diversification means we are seeking goal orientated, determined and driven field sales professionals to join our team. You will be experienced in developing a new business pipeline commencing with a proactive outbound call/visit; the ability to create, build and maintain relationships is essential, as is influencing decision makers and negotiating a close.

We have a lot to offer those who can qualify their experience, at ADSI we believe in rewarding great people with great things. We offer a competitive basic salary of £30k, uncapped commission, 30 days annual leave (inclusive of bank holidays), excellent working hours, private healthcare, and much more. We have great retention of staff signifying we are an excellent place to forge a career. Our knowledge and relationships with those significant to our industry means we are perfectly equipped for developing and enhancing your talent.

You will;

- Ideally have Energy Broker experience. However, those with a good B2B sales background will also be considered
- Have experience of consultative selling and working to KPI's
- Possess strong negotiation and influencing skills
- Understand the importance of accurately developing and maintaining customer records
- Have excellent communication skills, both written and verbal
- Be driven by nature and be motivated to succeed