



## **Energy Sales Specialist**

### **Who we are**

Curation provides sustainability intelligence for individuals and businesses. We do this by digesting the news and identifying important sustainability insights and trends. The team you'll be working in – the sales and marketing team – is responsible for sales and marketing of Curation's B2B and B2C products.

### **Who you are**

A talented, passionate, collaborative, tenacious, self-motivated sales person – comfortable with generating and fostering sales leads, understanding Curation's content offerings and thinking how they relate to clients and how we can sell into companies, often ones who have not heard of Curation. Ideally you already have contacts in within energy companies.

### **What you'll be doing**

- ✎ Generating, owning, and closing sales leads – specifically in the energy sector
- ✎ Helping develop sales materials for your target audience.
- ✎ Capturing and using insight from Metabase, Google Analytics, HubSpot to help define the audience.
- ✎ Working closely with the broader Curation team (content, technology, product) to help enhance the Curation offering.
- ✎ Using HubSpot to capture your leads, call reports, and monitor sales targets and KPIs.
- ✎ Working closely with the rest of the Sales and Marketing team

### **What you'll need**

- ✎ Proven sales and lead generation experience
- ✎ Ability to think through and solve problems collaboratively, creatively, and effectively.
- ✎ Be the face of Curation to prospective clients, understand and effectively communicate our products, our ethics and our ethos.
- ✎ Ability to work in a fast-paced environment and manage your workload.
- ✎ Ability to work as part of a team and reach team goals.
- ✎ Strong communicator, both face to face and on zoom/teams sales calls.
- ✎ Strong organisational skills
- ✎ Be self-motivated.

**What else would be good** *(if you don't have these but are passionate to learn them, apply anyway!).*

- ✎ Knowledge of HubSpot
- ✎ Contacts within the Energy sector who have buying power
- ✎ Marketing experience.
- ✎ Power point / google slides creation experience.
- ✎ Excel skills / analytical mindset

### **Why you'll enjoy Curation**

- ✎ We're on a mission to make the world more sustainable; work you can be passionate about.
- ✎ We are driven by clear values: teamwork; respect for our people; inclusivity; personal accountability; integrity; lateral thinking; quality; customer commitment; good citizenship.



- € Our products are always developing, and you can help shape the company and its products.
- € Our team is highly collaborative, both within the team and with the broader Curation team.
- € You will get to lead on sales calls and move your career up to the next level.
- € We offer flexible working.