

# International Sales Manager - Benelux

---

March 2017

## Our Business

The energy industry is going through a period of rapid change, as digital technologies transform the way that consumers can take control of their energy consumption & production to create an efficient, comfortable home, and geo is at the forefront of that change.

Our sales & marketing team works closely with energy suppliers, business partners, distributors and system integrators to create innovative and engaging solutions for energy consumers. We are growing the team to support the expansion of our business across Europe by adding an **International Sales Manager** focussing on the “Benelux” region.

You will have proven experience of developing and growing innovative businesses in these markets. You'll be enthusiastic about creating and developing new opportunities through to a successful conclusion. You will have a track record of success but a desire to make a difference and build a new business in an industry that is changing rapidly. You will be able to work collaboratively within a team and with partners and suppliers but will be self-motivated, able to prioritise and focussed on results.

Working at geo combines the career opportunities of a start-up with the stability of growing revenue from high volume production. It's a great place to work, to grow your career and to develop products shipping into millions of people's homes across Europe.

## The role

The main functions of the role fall into 4 areas:

### Customer-facing engagement, 40%

- Engaging with existing & potential customers
- Identifying and developing opportunities for geo's solutions
- Managing sales opportunities through to a successful outcome
- Gathering customer & market requirements and analysing competitors

### Developing customer propositions and proposals, 20%

- Identifying customer requirements and defining the geo solution
- Creating proposals, in collaboration with the geo team and partners
- Presenting, discussing and negotiating the proposal with customers

### Engaging with partners and stakeholders, 25%

- Creating and developing strong relationships with key organisations & individuals
- Raising the profile of geo & geo's solutions via events, PR & digital media

### Internal alignment and engagement, 15%

- Working with other members of the geo team to build our business
- Engagement with team members at geo's main office in Cambridge, UK
- Build knowledge of geo's solutions, and the needs of the Benelux market



The role will involve frequent meetings with clients, travelling within the Benelux region & to the UK.

### **Essential Requirements:**

- Experience and acumen in a b2b sales role with a proven track record of results and a demonstrated capacity to build and develop relationships
- Several years' experience in a sales role in energy or a similar industry
- Ability to understand geo's portfolio, customer needs and industry dynamics quickly
- Results driven, motivated by success and resilient
- Well organised, able to prioritise, self-directed and not easily distracted
- Able to engage in Dutch, English and ideally also German

### **Who are geo?**

Based in Cambridge (UK) geo specialise in the design, manufacture and support of energy management display and information systems for domestic markets across Europe. geo is one of the leading home energy management system companies in the world having sold well over 4,000,000 systems. With major contracts to supply energy suppliers, multiple connected home contracts and a growing distribution channel the company is looking forward to a period of substantial growth.

### **Applications:**

To apply for this position please email your CV and Cover Letter outlining why you are interested and what you can bring to this role together with your salary expectations and availability to our Recruitment Manager, [kelly.haston@geotogether.com](mailto:kelly.haston@geotogether.com)

### **Recruitment Agencies:**

We prefer to hire people directly, but we do have a preferred suppliers list (PSL) and preferential rates in place for when we need some help. In that instance our Recruitment Manager - Kelly Haston - will be in touch. Please respect that we do not accept unsolicited calls, CVs or applications from recruiters or agencies not already on our PSL. Please note that any submission of unsolicited CVs and applications in advance of an agreement between geo and the recruiter does not create any implied obligation on the part of geo.