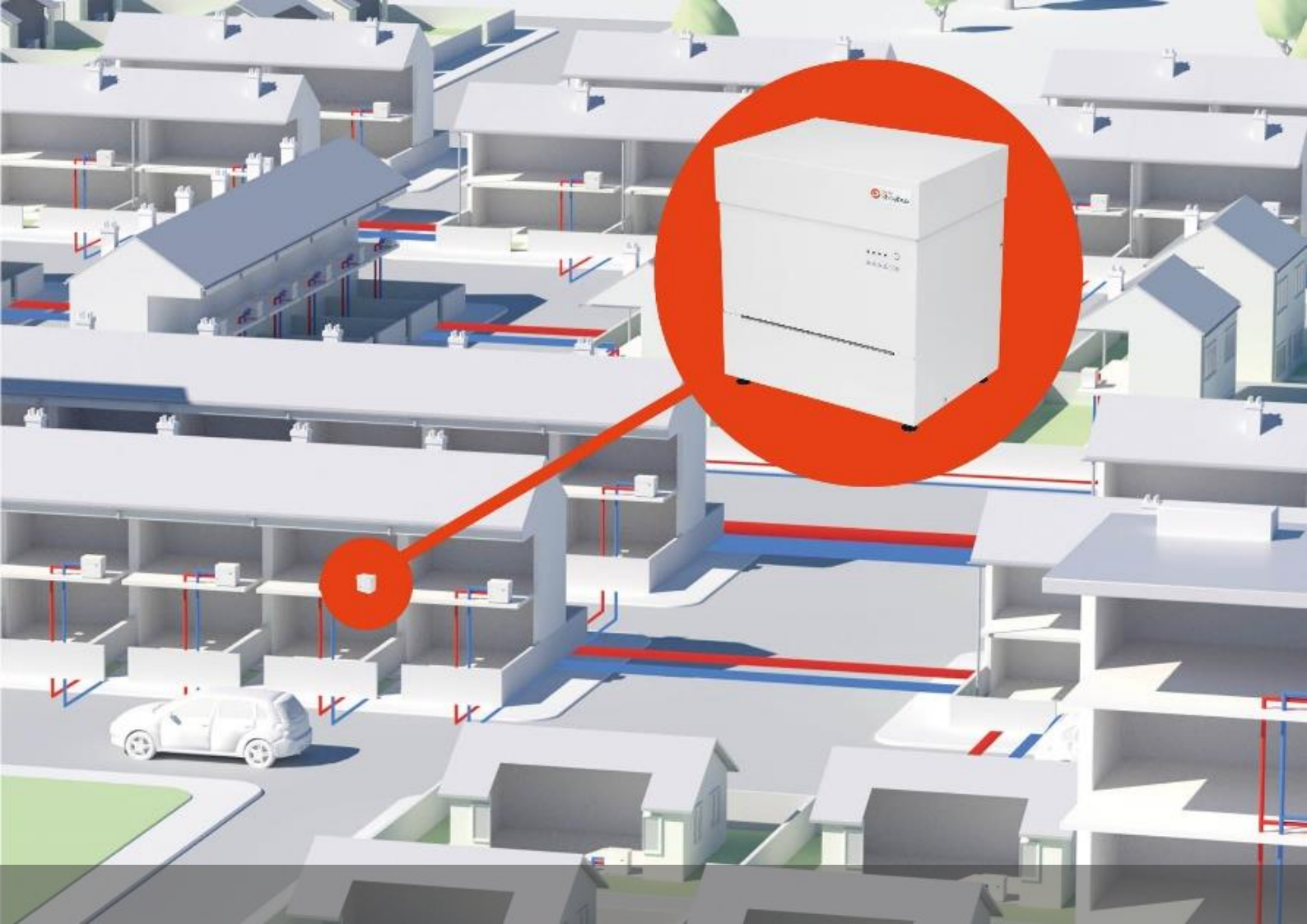


# Business Development South West



# GENERAL SUMMARY

The Kensa Group represents award-winning British engineering at its finest - the UK's leading manufacturer of ground source heat pumps (Kensa Heat Pumps), and the UK's pioneer of their mass-scale installation (Kensa Contracting).

The Kensa Group is transforming how Britons heat their homes, delivering a 21st century alternative to the gas grid. With over two decades of proven expertise in low carbon technology, we want to connect people in homes and businesses across the UK to cleaner, greener, and cheaper heat. Together, we will meet the UK's ambition to install 600,000 heat pumps every year by 2028, and be net zero by 2050.

# ROLE OVERVIEW

The successful applicant will further develop and increase Kensa's market across the South West of England and South Wales via various means including: making contact with new clients by telephone, email and all forms of social media conveying the benefits of ground source heat pumps to a wide range of people including developers, consultants, M&E engineers, architects, social housing landlords, etc.

The intention is that the post holder will generate leads for projects that will be followed up by a team of Contracting Sales Managers covering the same region. It will be necessary for the Business Developer to work closely with the Sales Managers to ensure that all client accounts are well managed and enquiries are responded to quickly.

It may be necessary for the postholder to support the Sales Managers to produce estimates for GSHP systems and prepare bids for tender opportunities including managing the submission of pricing and technical evaluations along with supporting evidence.



# ROLE BENEFITS

To help you to succeed as a Business Developer in the South West team, we will provide a supportive, friendly and collaborative environment.

The ethos within Kensa Contracting encourages people looking for the opportunity to progress. We also offer the pivotal opportunity for you to make a significant contribution to the safeguarding of our environment, saving the planet one heat pump at a time.

At a grass roots level, we welcome you to a culture of incredibly hard-working, knowledgeable, inspiring, committed, enthusiastic, and passionate people.

We expect a lot from our staff, because we expect a lot from our industry's potential – we are all committed to the UK's 2050 path to net zero carbon, and are determined to achieve that goal, but we also want to enjoy the journey together.

---

**Competitive salary:** £25,500 - £28,000 base. Dependent on qualifications and experience.

---

**Uncapped bonus scheme:** Company performance related pay plan with an OTE of 112% of base salary after successfully completing a 6 month probationary period.

---

**Pension:** Automatic enrolment into Kensa's company pension scheme.

---

**Holiday:** 25 days holiday increasing to 30 days holiday (plus bank holidays) for 5+ years' service.

---

**Flexible working environment:** We understand the benefits of flexible working conditions to meet the demands of your role, so we can accommodate a blend of working from home and office based.

---

**Office culture:** Aside from a fully stocked sweet cupboard, and an unhealthy interest in cake; we will provide all the technology and equipment you need to perform at your best.

---

**Social events:** Work hard, play hard, we love to host regular Kensa parties for staff and their families, and in recent times when we haven't been able to get together in person, we do all we can to keep spirits high.

---

**Growth:** Your development is important - we encourage your development including internal courses, learning, study, and software support, all bespoke to you. Our intention is to grow your career alongside our company's.

---

**Wellbeing:** Free 24/7 access to an independent and confidential Employee Assistance Programme for you and your immediate family.

---

**Health:** Private Health Insurance available after one year of service.

---

**Active:** Cycle to Work Scheme to help lower your carbon footprint whilst boosting endorphins and your health

# ROLE REQUIREMENTS



We are looking for an enthusiastic person to develop our already strong relationships in the South West of the UK. You will be focusing on the Residential sector in both the public and private markets in retrofit and new build development settings. The ability to communicate through all types of medium to a varied range of stakeholders to all levels of company positions is essential and is at the heart of the role.

## EXPERIENCE

Experience of working in the heating industry or sales is not essential, however you will need to demonstrate experience of communicating in a previous or current work setting.

## EDUCATION

The successful applicant will be educated to degree level in a related discipline.

## CHARACTERISTICS

The successful applicant will be hardworking and passionate about the renewable industry. You will need to be organised and have the ability to prioritise day to day tasks. You will need to be optimistic in your outlook and be tenacious in your work, whilst still maintaining a healthy work / life balance.

## SKILLS

- **Communication.** You will need to demonstrate your ability to communicate through different mediums at a very high level.
- **Information Technology:** you will be able to use standard Microsoft Office package software.
- **Numeracy:** You will need to demonstrate an ability to manipulate figures accurately at speed.
- **Reasoning.** You will be able to articulate the advantages of using ground source heat pumps to interested parties in numerous different situations.
- **Adaptability:** You will need to demonstrate that you can adapt to situations which are out of your day – to – day scope.

# ROLE RESPONSIBILITIES

- Using databases such as Locarla and Glenigan, identify potential clients (e.g. developers, social housing landlords, commercial building owners) and their key decision makers, make contact and explain the Kensa offer. These contacts will be recorded and passed on to the Sales Manager.
- Present the advantages of using Kensa ground source heat pumps and offer to help the client identify suitable projects.
- To identify key influencers (e.g. M&E engineers, consultants, architects) make contact and offer CPD (Continued Professional Development) presentations to present Kensa's innovative GSHP (Ground Source Heat Pump) solutions.
- Ensuring follow-up actions are taken and full information is recorded on CRM system
- Responding to questions and requests for further information as they arise.
- From time to time you will be required to represent Kensa at trade shows, exhibitions, conferences, industry events and Government sponsored events to generate further business development opportunities.
- Generate leads for projects and work with the sales managers and other colleagues (e.g. estimating, design) as necessary to develop project proposals.
- Increase Kensa's client base within the South West.
- Compile weekly reports for the Area Sales Manager (South West) identifying contacts made contributing to the area's Business Development Goals and contribute to the Area Sales Manager's reports.
- Formulate and agree Key Performance Indicators with line manager to ensure targets are met.
- To undertake training and to assist in training other members of staff as required.
- To actively and positively contribute to any appraisal process and to follow up agreed actions.
- To remain a positive ambassador of Kensa at all times.
- To work at all times in accordance with the Health & Safety at Work Act 1974 and to follow all company procedures and guidelines.
- To work at all times in accordance with the company's Dignity & Diversity at Work Policy.
- To undertake such other duties as may be required within the general scope of the job.

## WORKBASE

The role will be a hybrid home / office based position at either Truro or Exeter offices.

This job description and benefits may be subject to change, in consultation with the postholder, in response to new circumstances.

Kensa are an equal opportunities employer and are committed to providing a working environment that is free from all forms of discrimination and where all employees are treated with dignity and respect.

Please see our Equal Opportunity, Dignity and Diversity Policy for further information.

**APPLY ONLINE HERE:**

**[Thekensagroup.com/kensa-job-vacancies](https://thekensagroup.com/kensa-job-vacancies)**

**OR SEND A CV AND A COVERING LETTER TO:**

**[jobs@thekensagroup.com](mailto:jobs@thekensagroup.com)**