

eBroker Direct Limited

Account Executive

eBroker Direct Limited offers a pricing, contracting and CRM software solution for utility brokers in the UK.

We are looking for exceptional candidates that will hit the ground running with the aim of account managing eBroker partners that require support on the application or assistance with customer contracts placed via the interface with the objective of growing revenue for the business.

eBroker Direct Account Executive

This is a great opportunity to work in a busy office as part of hard working and vibrant team, supporting our eBroker partners, and always making sure that the partners experience of dealing with eBroker Direct is first class.

Applicants will have a get up and go attitude, have experience in a service sector preferably in account management, great attention to detail, good IT skills, and an excellent telephone manner.

Key Duties & Responsibilities

- Contact prospective eBroker Direct partners with the aim of generating a live lead with the aim of converting into a software sale.
- Conduct web-ex software demonstrations for new enquiries, then following up with the aim of converting into a sale.
- Always looking to upsell products and/or modules to current eBroker Direct partners.
- Be the first point of contact for eBroker Direct partners when they telephone for contract management support such as information on registration updates and commission payment queries.
- Work closely with both the Contract Management team as well as the Software Development team to make sure that the eBroker partner is given all of the tools to use the software application and place high value accurate contracts.
- Hold online web-ex and face to face meetings with eBroker partners on a weekly/monthly basis with the aim of providing training and software support.
- Continually report key statistics back to eBroker Direct partners on their contract performance with the aim of driving an increased level of accurate high driving contracts from the network.
- Constantly update all eBroker Direct broker partners on energy supplier rules, supplier terms and conditions and commission payment terms when they change.
- Introduce new energy suppliers to the eBroker Direct partner network and update the supplier criteria on the interface.
- Keep eBroker partners up to date with supplier partner price offers and initiatives.
- Add bespoke rates to the interface for eBroker partners on a case by case basis.

Desired Education, Skills & Knowledge

- Experience of working in the service sector preferably in account/customer management and ideally in software sales.
- Excellent time management and multi-tasking skills.
- Proactive approach maintaining a high level of productivity of all tasks and functions.
- An excellent telephone manner.
- Proven experience of conducting web-ex interviews/meetings.
- Experience of Linked-in and other social media platforms.

This is a full time permanent position.

Based in Winton, Bournemouth. BH9 1AP

Basic Salary £20,000 – £22,000 DOE

22 Days annual holiday plus Bank Holidays.