

# Sales Channel Co-ordinator

<b>Employing Company:</b>	Orbit Energy Limited
<b>Job Title:</b>	Sales Channel Co-ordinator
<b>Reporting To:</b>	Director of Sales and Marketing
<b>Salary:</b>	£25,000 to £30,000 DOE

## 1. Overview

**Are you a problem solver?** We're looking for an organised, driven individual to support the growth and management of our third-party sales channels. You'll work with a creative team and help us build a diverse channel empire.

You'll be joining a fast-growing energy start-up in London. We're a forward-thinking team who want to become true digital leaders within the energy supply market.

Our customer motto is simple – "We think energy, so you don't have to".

You don't need to be an energy genius – we'll give you full training – but you do need to be someone who is customer obsessed, has an appetite to learn, and loves to work at pace and exceed targets!

## 2. What you'll be doing

- Building and maintaining great working relationships with our key sales channel partners.
- Be the first point of contact for these partners to ensure the account is running smoothly day to day.
- Regular engagement with partners to ensure they convey our brand and products accurately and compliantly.
- Be a true brand ambassador and drive up engagement within our partner sales teams for our brand and products
- Achieve and strive to exceed agreed sales, customer satisfaction and quality targets.
- Track, improve and report on key sales metrics for our internal and partner Sales and Marketing teams.
- Take ownership of regular reports and activities to help support sales channel activity.
- Proactively use analysis to create insights and potential solutions to help us continuously improve performance.
- Work closely with the Sales & Marketing Director and Head of Brand & Channels to diversify and strengthen our channel portfolio, including onboarding new partners.
- Work closely with our Head of Operations and Customer Ambassadors to optimize and ensure a customer onboarding experience.
- Support across the business as required – we're a small team and all pitch in!

## 3. What we're looking for

You'll need to have:

- 2 years' experience in account management or sales channel support, preferably including telesales.
- Proven experience of improving sales quality and hitting sales metrics.

- Great organisation and multi-tasking skills.
- Be customer obsessed.
- A confident communicator who is comfortable training sales teams.
- Excel and analytical skills and the ability to work with large data sets.
- Naturally curious and a knack for problem solving.
- Commercially minded.
- Drive to grow and expand your role!

#### **4. What we'll give you**

- Career progression.
- Competitive salary.
- Full product and industry training.
- Ongoing support and coaching.
- A great place to work!

**Interested? Tell us why we should choose you: [careers@orbitenergy.co.uk](mailto:careers@orbitenergy.co.uk)**