



**Fuuse**

The power behind

# **EV Charging**

## **Job Description**

Business Development  
Manager – Enterprise



# About Us

Introducing Fuuse. As the global push towards sustainable practices accelerates, Fuuse emerges as the trusted solution for navigating the impending transition away from internal combustion engine vehicles. With the electric vehicle (EV) market projected to surpass traditional sales by 2030, the landscape is ripe for monumental expansion, and Fuuse stands poised as the catalyst for this transformative journey.

At Fuuse, we empower businesses to expedite their EV initiatives and spearhead the charge in the zero-carbon transport revolution. Our cutting-edge electric vehicle charge-point management system is set to revolutionise how organizations approach EV infrastructure.

Already trusted by national charge point networks, local authorities, and international energy leaders, Fuuse serves as the cornerstone of sustainable mobility solutions across the UK and beyond. Join us as we propel your organisation into the forefront of transportation's future.

Discover more about Fuuse and our groundbreaking solutions at [www.fuuse.io](http://www.fuuse.io) and become part of the electrifying journey towards a cleaner, greener world.



# The Role

Fuuse is seeking a dynamic and results-driven Business Development Manager to spearhead the expansion of our Charge Point Management software within the enterprise market. As the key sales representative, you will play a pivotal role in penetrating major blue-chip organisations, public sector entities, and fleet markets. We are looking for a proactive and ambitious individual eager to drive growth and capitalise on market opportunities.

## **Responsibilities:**

**Market Penetration Strategy:** Develop and execute strategic initiatives to introduce Fuuse's charge point management software to targeted enterprise sectors, leveraging your understanding of the industry landscape and market trends.

**Sales Leadership:** Take ownership of the sales process from prospecting to deal closure, demonstrating confidence and resilience in selling to key decision-makers. Utilise a consultative approach to understand client needs and position our solutions effectively.

**Relationship Management:** Cultivate and nurture relationships with clients, ensuring exceptional service delivery and fostering long-term partnerships. Proactively identify opportunities for upselling and securing repeat business.

**Cold Calling & Prospecting:** Engage in proactive outreach efforts including cold calling, networking, and attending industry events to generate leads and expand the client base.

**Performance Metrics:** Achieve ambitious Key Performance Indicators (KPIs) to drive revenue growth and increase market share. Regularly analyse sales data and trends to identify areas for improvement and optimisation.

**Cross-Functional Collaboration:** Collaborate closely with internal teams including product development, marketing, and customer success to align strategies and deliver a seamless client experience.

# Your Skills

**Proven Sales Track Record:** Demonstrated success in B2B sales, preferably in the SaaS or technology industry, with a track record of consistently meeting or exceeding sales targets.

**Strategic Thinking:** Ability to develop and execute strategic sales plans, identifying key opportunities for market penetration and revenue growth.

**Communication and Presentation Skills:** Excellent verbal and written communication skills, with the ability to articulate complex concepts clearly and persuasively to diverse audiences.

**Resilience and Persistence:** Strong resilience and perseverance to overcome objections, navigate rejections, and persistently pursue opportunities to drive sales results.

**Relationship Building:** Exceptional interpersonal skills and relationship-building abilities, with a natural aptitude for building rapport and trust with clients and colleagues.

**Negotiation Skills:** Proficient in negotiation techniques, with the ability to leverage value propositions and overcome objections to reach mutually beneficial agreements.

**Adaptability and Agility:** Ability to thrive in a fast-paced, dynamic environment, quickly adapting to changing market conditions and evolving client needs.

**Analytical Skills:** Strong analytical abilities to assess market trends, track sales performance, and derive actionable insights to optimise sales strategies and tactics.

**Customer Focus:** Commitment to understanding and addressing customer needs, with a passion for delivering exceptional value and driving customer success.

## What we offer

A competitive salary depending on experience;

Commission of up to £25,000 per annum based on both team and individual targets;

25 days holiday;

Flexible hours;

A workplace pension; .



**Apply now:**  
Send your CV to  
[zara@fuuse.io](mailto:zara@fuuse.io)

**Fuuse**  
Fraser House  
White Cross Business Park  
Lancaster  
Lancashire  
LA1 4XQ

fuuse.io | 01524 68818



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