



**Fuuse**

# **Enterprise Partnership Manager**

Job overview



Based in Lancaster, Fuuse has rapidly established itself as one of the market leaders in the EV charging software industry. Powering electric vehicle charge points Fuuse is at the heart of one of the world's biggest emerging industries by powering the electrification journey with all the environmental and societal benefits it brings.

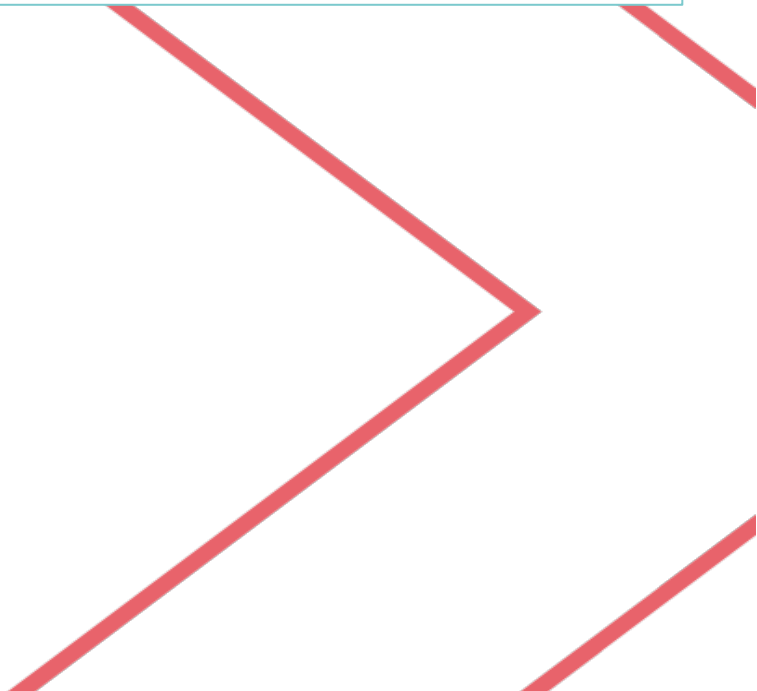
Working with a diverse mix of over 300 end clients including SSE, Scottish Power, Arnold Clark, BCA, Bentley, Toyota, Suez and Veolia, Fuuse is enabling the monitoring, maintenance, payments, energy optimisation, and controlling access to their charging infrastructure, which in turn powers over 100,000 vehicles who interact with our platform every month.

Together we process enough electricity to power the whole of the UK for an hour, and this is doubling every three months and payment processing exceeds £6 million a year.

Beginning as a team of four working on an Innovate UK grant during Covid we're now 65 highly-motivated and expert staff based across the UK and Ireland. In 2023 we grew by over 300% and aim to do the same again for the next few years.

This hyper-growth has attracted significant investor interest, and we recently closed a Series A round raising £8.7 million from YFM Equity Partners and our long-term backers Par Equity, which will power our path to profitability.

Our exciting journey comes with its challenges and its rewards. Every member of our team has share options and everyone can benefit from a rapidly changing workplace where opportunity, challenge and enjoyment are there at every turn.



We are looking for an Enterprise Partnership Manager to join the sales team.

To identify, develop and increase growth of relevant industry sectors and identified accounts, or partnership development, business development & account management. Define, deliver and manage the Sales pipeline to align with customer needs and the corporate strategy. Increase ARR for the identified market sector and increase market share to achieve revenue and connector targets.

**Behaviours:**

- Self motivated: Able to work on own tuition and initiative.
- Manage portfolio of new accounts to deliver growth
- Manage & Develop pipeline through identifying target accounts, market trends and opportunities
- Work with key stakeholders within the business to further develop the Fuuse portfolio of products and brand to achieve further market share.
- Use market experience to produce clear, defined direction to shape Fuuse for key identified clients
- Proactively supports customer implementation aligned with the Fuuse Mission Statement
- Forms strong bonds with colleagues and supports programs and tenders
- Reports and presents activity, forecasting and maintains CRM for full visibility

Flexible working hours and hybrid working options come as standard with the position, and we encourage anyone to apply, regardless of their background and level of experience. While our office is based in the heart of Lancaster, we are open to candidates based anywhere in the UK who are happy to work from home.

The only key thing we are seeking is an individual with a “can-do” attitude, who can thrive in a collaborative working environment, and who is keen to play an active role within the company, taking ownership of tasks, and seeing them through to completion.

- **Industry Knowledge:** A good understanding of the EV ecosystem, including charging infrastructure, software solutions, and market trends, is essential.
- **Technical Proficiency:** Familiarity with general software platforms, CRM tools (ideally hubspot), and data analytics to manage sales pipelines and customer relationships effectively.
- **Sales Acumen:** Strong skills in lead generation, negotiation, and closing deals, tailored to the unique needs of the EV software market.
- **Strategic Thinking:** The ability to identify new market opportunities, analyze competitors, and align sales strategies with critical business goals.
- **Customer-Centric Approach:** Building and maintaining strong relationships with clients by understanding their needs and providing tailored solutions.
- **Communication Skills:** Clear and persuasive communication to pitch products, deliver presentations, and collaborate with internal teams.
- **Adaptability:** Fuuse and the wider EV industry is evolving rapidly, so being flexible and open to learning new technologies and trends is crucial.
- **Problem-Solving:** Addressing client challenges with innovative solutions to build trust and long-term partnerships.
- **Time Management:** Prioritizing tasks and managing multiple clients and projects efficiently.
- **Sustainability Awareness:** A general understanding of the environmental impact of EV solutions and aligning sales strategies with sector/client sustainability goals.



# What we offer

- A competitive depending on experience
- Commission paid on a monthly basis
- 25 days holiday
- Flexible working hours
- Remote working
- A workplace pension
- Access to Health Assured Employee Services
- Access to Octopus EV Salary Sacrifice Scheme
- A scale-up environment where you'll have a voice in the business as we grow our products and services.

## Apply now

Send your CV and a covering letter to Zara Waters, Head of People and Culture at [zara@fuuse.io](mailto:zara@fuuse.io)

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