



**Fuuse**

Empowered to  
**Achieve More**

## **Job Description**

Junior Business  
Development  
Manager/Sales  
Development  
Representative



# About Us

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.



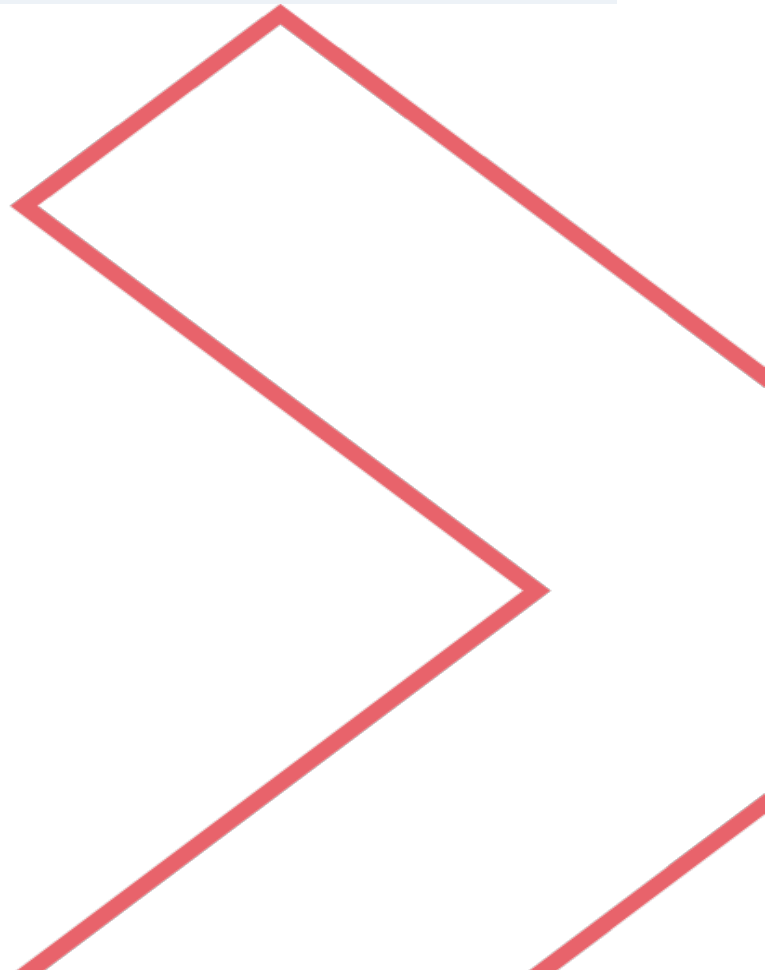
# The Role



As a **Junior Business Development Manager (BDM) / Sales Development Representative (SDR)**, you will be at the forefront of our growth, helping to drive new business opportunities and support our sales team. This entry-level role is designed for graduates who are passionate about clean tech, sales, and business development. You will be responsible for researching potential clients, initiating contact, qualifying leads, and helping to build our sales pipeline.

## Key Responsibilities:

- **Lead Generation & Outreach:**
  - Research and identify potential clients in sectors such as businesses, local authorities, and fleet operators.
  - Initiate contact with potential clients through cold calling, email outreach, and social media.
  - Qualify leads based on their needs and alignment with Fuuse's EV charging solutions.
- **Support Sales Pipeline:**
  - Update and maintain the CRM system with accurate lead information and progress.
  - Schedule meetings and product demos for senior sales team members.
  - Ensure smooth handover of qualified leads to the senior sales team.
- **Team Collaboration:**
  - Work closely with marketing, product development, and customer success teams to ensure seamless customer interactions.
  - Participate in marketing campaigns, industry events, and lead generation activities.



# Your Skills

## Required Skills & Qualifications

### Education:

- A recent graduate with a Bachelor's degree in Business, Marketing, Environmental Science, or a related field.

### Skills:

- Excellent communication skills—both written and verbal.
- Strong interpersonal skills with the ability to confidently communicate with potential clients.
- A proactive, self-motivated attitude and willingness to take initiative.
- Basic understanding of sales principles or a strong desire to learn.
- Organized and detail-oriented with good time management skills.
- Tech-savvy and able to learn new tools and systems quickly (experience with CRM systems like Salesforce or HubSpot is a plus, but not required).



# What we offer

- A competitive salary depending on experience, and opportunity for bonuses or commission based on performance.
- 25 days holiday
- Flexible hours
- Hybrid working
- A workplace pension
- Access to Health Assured Employee Services
- 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 to  
[people@fuuse.io](mailto:people@fuuse.io)

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