

About Environet UK Ltd

Operating across the UK, Environet is a well established and leading specialist in Japanese knotweed and other invasive plants. We provide consulting and contracting services on the treatment and removal of the more challenging and damaging invasive plants in both the residential and commercial sectors.

To support our growth in the London and South East region, we are looking for a self-motivated and dynamic individual to fill the new role of Sales Consultant to cover the central and greater London area.

On the 31st July 2020, Environet UK Ltd became an employee-owned business. It is now 100% owned by its staff, who have a vested interest in its success.

About The Role at Environet UK - Greater London Area

An exciting job opportunity has arisen for an enthusiastic and dynamic/driven Sales Consultant to join an ambitious, growing, 100% employee owned company who can offer career development opportunities and the chance to be part of their extensive growth plans. The Sales Consultant will be part of a small team, and as such will need to be someone who enjoys a varied role.

Experience in knotweed and invasive plants, surveying or property industries would be beneficial but is not essential, as you will be provided with full training on invasive plants and the company's processes and procedures.

Ideally you will live in Central, South or South West London, enabling you to access all parts of London and areas within the M25. You will also need to work at times in the company's Head Office in Send, which is between Guildford and Woking near the M25/A3 junction.

Main Responsibilities

The consultant reports to and is accountable to the London & South East Regional Director. The role is to provide technical sales advice as necessary to customers and prospective customers but to also sell the company's services.

Their roles and responsibilities include but are not necessarily limited to:

- Carrying out paid residential surveys, preparing and submitting Management Plans · Where suitably qualified, to carry out commercial surveys, to meet clients on site, to advise on the treatment options, and to prepare sales proposals which include technical recommendations with costings
- Following up all sales proposals in a timely fashion with the aim of securing instructions for the treatment/ removal work
- Assist the Regional Director with marketing initiatives as required e.g. delivering webinars, networking events, etc.
- Assist the Regional Director to build relationships with professional advisors, such as solicitors, surveyors and estate agents, as well as existing and potential clients to develop repeat/referral business.

Person Specification

Skills

- Self-motivated, dynamic and enthusiastic
- Excellent communication skills, both verbal and written
- Awareness and ability to make a positive impact with prospective and existing customers.
- Steady under pressure
- Excellent inter-personal skills, particularly listening and empathy
- Excellent time keeping
- Able to work successfully alone as well as within a team to pre-determined objectives and targets
- Excellent organisational skills and great attention to detail

Knowledge

- Strong administration skills including MS Word, Excel
- Degree level or equivalent
- Full driving licence

Experience

- Undertaking field surveys, collating data and report writing would be beneficial
- Customer facing sales experience
- 1-2 years in Surveying, Environmental or related industry preferable

Salary/Remuneration

The salary for the position is circa £35,000 per annum, depending on experience, to be reviewed after 3 months.

Benefits

- 100% employee owned company
- Work from home
- Employee Ownership Bonus Scheme
- Company events
- Sick pay
- Bike to work scheme
- Death in service