



Business Development Executive

Sterling Geo is one of the fastest growing geospatial companies in the UK. With revenues over £1.5m and aggressive expansion plans for the next 3 years, we are already:

- ✓ a strategic partner for Safe Software and their FME desktop, enterprise and cloud platforms
- ✓ the strategic supplier for Hexagon Geospatial in the UK (ERDAS IMAGINE, APOLLO, Smart M.Apps)
- ✓ an Ordnance Survey partner and developer
- ✓ a specialist in geospatial solutions to the utility industry

Having already recruited some of the very best geospatial experts in the UK, we are now looking for an ambitious sales person with two years' experience to join our expanding sales team. By joining our team there will be the opportunity for extensive on-the-job training in both the technical and business aspects of the industry, enabling the successful individual to make a significant contribution to the team.

The role will focus on building relationships and generating revenue growth from our existing and emerging business. This includes: overseeing our existing client portfolio, supporting sales and marketing campaigns, promoting the Sterling Geo brand through industry events across the UK and managing our client experience. There will be the opportunity to make an impact from day one.

Sterling Geo adopts a one team culture. Therefore, your individual contribution will directly count towards the growth of the business. Our team embraces/adopts a work hard, play hard attitude and therefore provides the perfect environment for the right candidate to progress in a rapidly expanding business.

If you have a passion for geography and/or technology and are interested in working with some of the world's biggest companies across sectors such as: agriculture, conservation, defence, engineering, government, oil & gas, utilities (and many more), then this is the perfect job for you.

What we're looking for:

- ✓ Educated to degree level or above in a business-, geospatial- or technology-related discipline
- ✓ Minimum of two years' experience in a similar role
- ✓ Ability to create a healthy pipeline and maintain accurate forecasting
- ✓ Ability to capture client requirements and work with a technical team to deliver client requirements
- ✓ Drive and ambition to understand and develop a career in the commercial geospatial industry
- ✓ Excellent communication skills including writing, presenting and engaging in open discussion



- ✓ Ability to work independently in an unsupervised environment
- ✓ Attention to and an eye for detail

This exciting role provides the opportunity to contribute to the growth of one of the most innovative and exciting businesses in the geospatial industry. Apply now to start your career as a Business Development Executive.

This post will be based at our Loughborough office. However, applications should be sent with a covering letter and CV by email or post to our Head Office:

HR Department, Sterling Power Group, Utility Management Centre, Mucklow Hill, Halesowen, West Midlands B62 8DR

Email: careers@sterling-power.co.uk

Any enquiries regarding this post should be made to the email above or by phone to Ashleigh Bourne 0121 585 4532.

Closing date: 17 November 2017