



Fuuse

The power behind
EV Charging

Job Description

UK Account Manager/
Business Developer



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 and become part of the electrifying journey towards a cleaner, greener world.



The Role

Are you passionate about sustainable transportation and cutting-edge technology? Join us at Fuuse.io, where we're revolutionising the electric vehicle (EV) charging industry. As an Account Manager / Business Developer, you'll play a pivotal role in fostering and expanding relationships with electric vehicle charge point installers and enterprise clients. Your mission is to drive growth and adoption of our platform by identifying opportunities for upselling and cross-selling across our dynamic business landscape.

Key Responsibilities:

Relationship Management: Cultivate and nurture relationships with electric vehicle charge point installers and enterprise (end user) clients.

Act as a trusted advisor, understanding their needs and challenges to provide tailored solutions.

Proactively identify opportunities for upselling and cross-selling to enhance client value and satisfaction.

Market Insight and Product Development: Develop a deep understanding of the EV charging market and Fuuse products.

Collaborate closely with the Product team to translate client feedback into actionable insights for product enhancements.

Spearhead the ideation and development of innovative product solutions that address evolving market demands and customer requirements.

Business Solutions: Analyse business cases and devise strategic solutions to address customer pain points effectively.

Provide guidance and support to installer clients, empowering them to secure new projects and onboard new end clients onto the Fuuse platform.

Collaboration and Adaptability: Work closely with cross-functional teams, including Sales, Marketing, and Operations, to drive cohesive strategies and initiatives.

Embrace a dynamic work environment by quickly grasping new concepts, industries, and ideas.

Demonstrate flexibility and willingness to travel to meet with clients, attend industry events, and explore new markets.

Your Skills

Experience in Account Management: Demonstrated proficiency in managing client accounts, building relationships, and driving business growth through customer satisfaction and retention.

Proven Success in Sales Team Collaboration: Track record of achieving targets and contributing to the success of sales teams through collaboration, teamwork, and effective communication.

Proficiency in IT Tools and Systems: Ability to leverage various IT tools, including email and online systems, to streamline communication, manage tasks, and optimise workflow efficiency.

Exceptional Communication : Strong verbal and written communication skills, coupled with effective teamwork abilities to inspire, and collaborate with team members towards common objectives.

Ability to Simplify Complex Technical Concepts: Skillful in understanding and explaining complex technical features in a clear, friendly, and understandable manner, ensuring clients grasp the value proposition and benefits of our products or services.

Networking and Relationship Building: Enthusiastic about expanding professional networks and forging new relationships to drive sales growth and explore new opportunities within the target market.

Confident Presentation Skills: Comfortable and proficient in delivering engaging presentations, both online and in-person, to clients and stakeholders. Capable of articulating value propositions effectively and persuasively.

Adaptability and Continuous Learning: Open to embracing new challenges and learning opportunities, with the ability to adapt quickly to changing market dynamics, technologies, and customer needs.

Problem-Solving and Strategic Thinking: Proficient in identifying customer pain points, analysing business requirements, and providing strategic solutions to address client needs effectively, driving value and fostering long-term relationships.

Customer-Centric Approach: Dedicated to understanding client requirements, anticipating their needs, and delivering tailored solutions and services that exceed expectations, thereby enhancing customer satisfaction and loyalty.

These skills form the foundation for a successful Account Manager, empowering them to drive business growth, foster client relationships, and contribute to the overall success of the organization.



What we offer

- A competitive salary depending on experience;
- Commission of up to £25,000 per annum based on both team and individual targets;
- Car allowance (for Electric Vehicle only)
- Access to Health Assured Services
- Cycle to Work Scheme
- EV Salary Sacrifice Scheme
- 25 days holiday;
- Flexible hours;
- A workplace pension;
- A start-up environment where you'll have a voice in the business as we grow our products and services.

Apply now:

Send your CV to

zara@fuuse.io

Fuuse

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