



## JOB DESCRIPTION

EMPLOYER: Energy Potential Tech Solutions Limited  
JOB TITLE: Graduate developer  
TYPE OF POSITION: Full-time permanent  
LOCATION: North Wales  
DATE: 11-Dec-20

### **ABOUT EP TECH**

EP TECH is a fast-growing SaaS company, helping power & utility companies become the digital power houses of tomorrow. The core engineering team at EP TECH are building a completely greenfield cloud-based platform, responsible for customer relationship management, billing, metering, asset and accounts management. This software will be at the very heart of multiple utility companies spread across UK and is absolutely vital to their day-to-day operations. Our platform is already live and we're growing traction in the industry. We are looking for an entrepreneurial graduate, who enjoys sales, customer success and has hunger to learn and grow.

### **THE OPPORTUNITY**

- EP TECH Graduate program is a unique opportunity for entrepreneurial graduates to kick start their career in SaaS Technology sales & customer success.

### **AS A GRADUATE ACCOUNT EXECUTIVE YOU WILL:**

- Be resourceful, and capable of solving complex problems which may sometimes only be loosely defined.
- Be enthusiastic about helping clients achieve their goals, understand their problems with empathy and think up solutions.
- Have strong communication and customer engagement skills; ability to dig deeper and get thorough understanding of customer needs.
- Be keen to learn about the idiosyncrasies of the energy & utility industry.
- Be able to do quantitative & qualitative market analysis.
- Be a strong team player; including happy to work with a Sales team to qualify, pitch and close deals.
- Be passionate to work in technology & start-up industry; take keen interest in Product & engineering.

### **QUALIFICATIONS**

- A first class or 2:1 degree in a business or IT related discipline

### **BENEFITS**

- Be part of growing technology start-up in energy industry.
- Competitive salary including performance related package
- Opportunity for quick career advancement for the right candidate