

Role: Commercial Executive

Location: Horsham, United Kingdom

Are you ready to take the lead in accelerating revenue growth and driving business expansion through your exceptional skills in identifying, acquiring, and managing clients? Do you want a role where you get to showcase your talent in initiating and nurturing relationships with both prospective and existing clients?

About Thetius?

Thetius exists to support maritime industry leaders to make better technology decisions. Our vision is to become the research partner of choice for industry leaders who want access to the technology they need to support safer, more sustainable and more profitable maritime operations. Our mission is to make that possible by providing them with the research, ideas and the network they need to make technology decisions quickly and with confidence.

Values: what is important to us?

- Having a positive **impact**
- Being **better** today than we were yesterday
- Creating **actionable insight** not endless analysis
- **Curiosity** about the world
- **Enthusiasm** for our work

About the role.

Drive revenue growth and business expansion by effectively identifying, acquiring and managing clients. Reporting to the Managing Director the Commercial Executive will play a proactive role within the commercial team. This involves initiating and nurturing relationships with prospective and existing clients, selling a specific Thetius product/service, and strategically closing revenue opportunities. This includes not only meeting but exceeding sales targets and contributing to the overall success and profitability of the business.

Key Responsibilities:

Prospective and Current Client Management

- Identify, build and maintain a targeted list of prospective clients. Initiate contact with new business leads to promote Thetius and its range of products.
- Collate valuable information from prospective and existing clients to contribute to ongoing product service development.

Revenue Opportunities and Qualification

- Research, target, qualify, and successfully close revenue opportunities from both new and existing clients.
- Respond promptly to inbound inquiries and potential leads to capitalise on opportunities.

Proposal and Quotation Development

- Create and send out comprehensive proposals for bespoke work, including private research, and thought leadership campaigns.

- Generate and deliver accurate quotations for Thetius products, the confirmation of which specific product will be confirmed following the induction period.

Sales Meetings and Demonstrations

- Conduct engaging sales meetings, either face to face or online, with prospective, new and existing clients to drive new business.
- Represent Thetius at industry events and conferences, as required. Utilising these opportunities to raise brand awareness of Thetius products and services.

Negotiation and Deal Closure

- Work closely with the Managing Director to negotiate and finalise commercial deals. Always identifying and exploring new revenue streams and opportunities.

Skills and Experience Required:

Essential

- Experience of working in a sales/ business development role
- Strong interpersonal skills
- Ability to communicate and convey key messages effectively by phone, email, online meetings and face-to-face
- Experience of working to targets and deadlines
- A proven track record in sales, including developing new business
- Excellent negotiation skills
- Strong commercial awareness
- Experience of developing relationships with people at all levels within an organisation
- Excellent time management and organisational skills
- Ability to multi-task and deliver to tight deadlines
- Attention to detail in all aspects of work
- Strong team player but able to work well under own initiative
- Personal resilience with the ability to self-motivate
- Demonstrates and promotes enthusiasm, commitment and capacity for hard work

Desirable

- Knowledge and understanding of emerging technology in the maritime industry

Why join us?

Our work places us at the centre of one of the most important transformations in the modern world. Our clients include FTSE 100 companies, energy majors, trade bodies, investors, and technology businesses. We are right at the beginning of our story as a company but we have an ambitious plan in place to grow fast and become a leader in our field, you will be an integral part of that journey.

What we can offer you:

At Thetius, we offer more than just a job. We provide a pathway to a fulfilling career. Enjoy a competitive salary for your location, coupled with the opportunity to share in our success through our profit share scheme. With a starting salary of £25,000, we believe in rewarding high performers and operate an uncapped commission and bonus scheme. A team where curiosity, learning, and development is encouraged and supported. Join a supportive team that values curiosity, learning and development,

where your professional development is actively encouraged. Benefit from a generous holiday allowance, ensuring you have time to recharge.

How to apply:

If you thrive on the thrill of sales and are eager to play a pivotal role in driving the success of a dynamic organisation trying to drive positive change in the maritime industry then please submit your cover letter, and CV to lauren@thetius.com. This should outline your relevant experience and what you will bring to the Thetius team.

Thetius is an equal opportunities employer and we encourage applications from all backgrounds to apply. Join Thetius and be a key player in shaping the future of maritime industry insights!