

Junior Technical Sales Consultant

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Permanent, Full-time

Based in Lea Road, Forres, Moray, IV36 1AU or Craig Road, Dingwall, Ross-shire, IV15 9LE

Salary: £25,500 to £27,500 per annum

About aes renewables

At aes renewables, we have been helping homes, businesses and communities across Scotland make confident renewable energy choices since 1979. We design, install and support renewable energy systems including solar PV, heat pumps, battery storage and off-grid solutions.

We are looking for a Junior Technical Sales Consultant to join our team. This is a development-focused opportunity for someone who enjoys working with people, has an interest in technical products and renewable energy, and wants to build a career in technical sales.

THE ROLE

You will support customers from their first enquiry through the early stages of the sales journey. Working alongside the Technical Sales Manager and experienced colleagues, you will help understand customer needs, gather accurate site and energy information, support quotations and explain standard renewable energy solutions clearly.

You will work closely with our Sales, Design, Technical, Project Coordination, Operations and Administration teams while developing the knowledge and confidence needed to progress in technical sales.

WHAT YOU WILL BE DOING

- Respond to and qualify sales enquiries, gathering key information about customer needs, budgets, property requirements and energy goals.
- Follow up leads promptly and maintain accurate customer records and clear next steps.
- Build positive customer relationships and provide professional, helpful communication throughout the early sales journey.
- Support site surveys and gather key technical information including roof type, fuseboard setup, access, energy use and property details.
- Develop your knowledge of aes renewable energy technologies and how customer requirements and site conditions influence suitable solutions.
- Support basic system sizing, quotation preparation and preliminary solution selection using approved aes tools and processes.
- Explain standard product features, system components and quotations clearly, seeking technical guidance where required.
- Work collaboratively across teams to resolve queries and help opportunities progress smoothly.
- Support accurate project handovers, ensuring customer requirements, risks and relevant information are recorded clearly.
- Identify missing information, risks or uncertainties early and seek guidance rather than making assumptions or commitments.

WHAT WE ARE LOOKING FOR

Essential

- Strong written and verbal communication skills with a professional, customer-focused approach.
- Some experience in a customer-facing, sales support, retail, hospitality, administration or service environment, or strong transferable skills.
- An interest in technical products and renewable energy, with the willingness and aptitude to learn.
- Confidence asking questions, listening carefully and building positive relationships.
- Good numerical confidence and the ability to work accurately with quotations and basic technical information.
- Strong attention to detail, reliable follow-up and a willingness to work within agreed processes.
- The ability to recognise when information is missing or unclear and seek guidance before progressing.

Desirable

- Basic knowledge or exposure to solar PV, battery storage, heat pumps, electrical systems or other technical products.
- Experience supporting quotations, appointments, surveys, sales administration or customer follow-up.
- Experience using CRM, SimPro or another customer or business management system.
- Relevant training or qualifications in sales, customer service, business, engineering, electrical or renewable energy.

WHAT YOU WILL DEVELOP

- Practical knowledge of renewable energy products, system components and technical terminology.
- Confidence in consultative sales and explaining technical information in a customer-friendly way.
- Understanding of how site conditions, energy use and customer needs shape renewable energy solutions.
- Experience supporting quotations, technical handovers and cross-functional project delivery.
- A clear development pathway towards greater independence in technical sales as your knowledge and confidence grow.

BENEFITS

- Company pension
- Private medical insurance
- Life insurance
- Annual salary review in line with company policy and performance
- Employee discount
- Cycle to work scheme
- Health and wellbeing programme
- Free on-site parking



EQUAL OPPORTUNITIES

aes renewables is an equal opportunities employer. We welcome applications from all suitably qualified individuals and are committed to creating an inclusive workplace where everyone is treated fairly and with respect.

HOW TO APPLY

If you are interested in developing a career in technical sales and renewable energy, we would be delighted to hear from you.

Please send your CV to the HR Department at: hr@aes-renewables.co.uk

Build your technical knowledge. Grow your sales confidence. Help customers make informed energy choices.

CLOSING DATE: Friday, 2 October 2026

Apply