

Technical Sales Consultant

[Join aes renewables](#)

Permanent, Full-time

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

Salary: £27,000 to 29,115 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. Our work is built around quality, practical expertise, clear advice and long-term customer support.

We are now looking for a **Technical Sales Consultant** to join our team.

THE ROLE

This is a varied, customer-focused role combining technical sales, renewable energy and practical problem-solving.

As **Technical Sales Consultant**, you will support customers from their initial enquiry through to sign-off, taking the time to understand their energy needs, property requirements, expectations and budget.

You will then help translate those requirements into renewable energy solutions that are both technically feasible and commercially appropriate.

Working closely with our Sales, Design, Technical, Project Coordination, Operations and Administration teams, you will help ensure proposals are accurate, practical and ready to move smoothly into delivery.

This role would suit someone who enjoys building customer relationships but is equally comfortable working with technical information, quotations, site details and renewable energy system requirements.

KEY RESPONSIBILITIES

- Qualify and follow up sales leads, taking time to understand each customer's requirements and priorities.
- Build positive relationships with customers and guide them confidently through the early stages of their renewable energy journey.
- Carry out or arrange site surveys and ensure relevant information is recorded accurately.
- Review site information including access, roof type, fuseboard arrangements, technical requirements and potential design constraints.
- Prepare clear, accurate and commercially appropriate quotations and proposals.
- Review technical feasibility before quotations are progressed, working with our Design, Technical and Operations teams where clarification is required.
- Help ensure proposed renewable energy solutions are practical, compliant and suitable for successful installation.

- Prepare or support technical layouts and other information required for quotations and project handovers.
- Maintain accurate customer records, quotation information and supporting documentation within company systems.
- Produce clear and detailed project handovers, ensuring customer requirements, technical details and any identified risks are properly recorded.
- Identify and escalate technical concerns, risks or design constraints at an early stage.
- Work collaboratively across departments to support a smooth customer journey from enquiry through to project delivery.
- Represent aes renewables professionally and help build customer confidence in our business.

WHAT WE ARE LOOKING FOR

We are looking for someone with a strong combination of customer service, commercial awareness and technical understanding.

Essential:

- Experience in a customer-facing sales, technical or renewables-related role.
- A relevant technical background or qualification.
- Strong communication and customer service skills.
- The ability to understand customer needs and develop suitable solutions.
- Good attention to detail and confidence preparing quotations or technical information.
- Strong organisational skills and the ability to work collaboratively across teams.

Desirable Experience

- Renewable energy or energy efficiency.
- Solar PV, battery storage or heat pumps.
- Technical sales, site surveys or system design.
- CRM, SimPro or similar systems.
- Transferable experience will also be considered where you can demonstrate strong technical aptitude, commercial awareness and an interest in renewable energy.

WHAT SUCCESS LOOKS LIKE

In this role, success means:

- Customers feel listened to, supported and confident in the information they receive.
- Sales opportunities are followed up professionally and efficiently.
- Quotations are accurate, commercially appropriate and technically achievable.
- Technical and site information is clear and complete.
- Potential risks or design issues are identified early.
- Project handovers provide delivery teams with the information they need to progress work effectively.
- Above all, we are looking for someone who takes ownership of their work, communicates clearly and shares our commitment to delivering high-quality work.

WHY JOIN AES RENEWABLES?

Joining aes renewables means becoming part of an established Scottish renewable energy business with decades of experience and a clear focus on the future.

We offer:

- Long-term employment with an established Scottish company.
- The opportunity to work across a range of renewable technologies.
- Opportunities to develop your technical knowledge and professional skills.
- A collaborative working environment where teams share knowledge and support one another.
- Varied work with customers, technical teams and renewable energy projects across Scotland.
- The opportunity to contribute to work you can genuinely take pride in.

Our values shape how we work. We aim to be **Brilliant, Consistent, Calm and Grounded**, taking pride in quality, accountability, strong relationships and doing the right thing for our customers and colleagues.

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 have a background in technical sales, renewable energy, engineering or a related field and would like to build your career with an established renewable energy company, we would be pleased to hear from you.

Please send your CV to hr@aes-renewables.co.uk quoting Technical Sales Consultant in the subject line.

CLOSING DATE: Friday, 2 October 2026

Apply