



Midsummer Energy Ltd
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Milton
Cambridge
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jobs@midsummerenergy.co.uk

Application pack - Business Development Associate

At Midsummer, we're passionate about reducing carbon emissions, and from humble beginnings we have grown to be one of the biggest players in the distribution of renewable energy products such as solar PV, battery storage, and heat pumps in the UK and Ireland.

We stand out from the crowd thanks in part to our market-leading software for designing systems, but we also specialise in building great relationships with our trade customers to keep them coming back for our service and our well-chosen range of products. The Sales & BD Team are at the front lines of delivering that service, and building those relationships - playing a key role in helping us to lead the market as a renewables distributor.

We're looking to continue building our market share, as more and more installers become trained to install solar PV and heat pumps, so we're hiring keen and friendly people to join our Sales & BD Team.

This will be a fast-paced but fulfilling role, and will give you the chance to work in a friendly, professional team selling products that are directly contributing to a cleaner future. We hope we have piqued your interest. Read on for more details!

Andy Rankin,
Managing Director, Midsummer



The role



As a Business Development Associate, you'll be supporting the BD team to grow Midsummers customer base and help existing customers get the best out of Midsummer. You'll play a key role in helping to maintain strong customer relationships, assist with onboarding new accounts, reengaging dormant accounts and support general business development activities across the company. You're the first line of defence (or offence!) for the Midsummer BD team!

Your day-to-day could include:

- Responding to new incoming customer registrations, usually via phone in the first instance.
- Helping to re-engage past customers or inactive accounts.
- On both occasions, learning as much about the customer as possible, and how Midsummer can help them move forward.
- Responding to enquiries and assisting with quotations and product suggestions.
- Learning about our product range and supporting the wider sales team.
- Updating our internal CRM systems and tracking your outreach activity.
- Assisting with customer training, exhibition events, or marketing campaigns.
- Within 6 months, you'll likely be assigned some accounts of your own to help onboard, grow and hand over to the sales team.
- You may also be assigned a particular product or sector to oversee and help push.

This is a full-time role based in Cambridge or Glasgow, with potential for hybrid or remote working for the right candidate.



About you



This is a great opportunity for someone who's motivated by achieving goals, whether you're the type who thrives in energetic conversations or prefers focused, strategic outreach. Either way, you'll need to be competitive, driven, and eager to succeed, but always being approachable and collaborative.

We're looking for someone who is:

- Goal-oriented and enjoys hitting targets.
- Naturally competitive – whether quietly determined or openly enthusiastic.
- Personable and able to build rapport with a variety of people.
- Organised, proactive, and eager to learn.
- Excited about the renewable energy industry.
- A team player who can also work independently.

Bonus points for:

- Some experience in customer service, sales or admin (not essential).
- Interest or basic knowledge in solar, batteries, heat pumps or software solutions.
- Being confident using email, Excel, and CRM software (or happy to learn!).

You don't need a technical background – we'll teach you what you need to know. What matters most is enthusiasm, great communication, and a willingness to roll up your sleeves.



What we offer



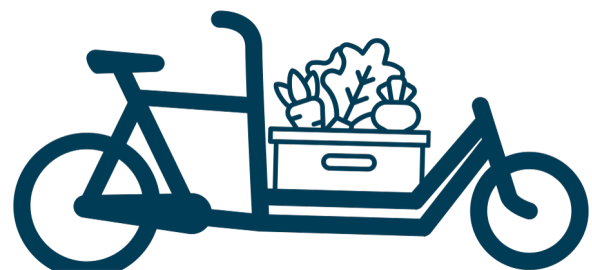
You'll be joining a young, dynamic company with positive values that is aiming to position itself as the leading distributor of renewable energy systems in the UK.

- A salary of £27,000 – £32,000 depending on experience, plus performance-related bonuses (of up to £2,500)
- Regular training and development opportunities
- Company profit share scheme
- Pension salary sacrifice scheme EV salary sacrifice scheme
- Cycle to work scheme
- Free staff veg box scheme
- On-site parking

This is a full-time role based in Cambridge or Glasgow, with potential for hybrid or remote working for the right candidate.

To apply

Please complete the application form at midsummerwholesale.co.uk/jobs



Our Story



2005



2015



2025

Midsummer began life in the front room of a narrowboat, when our founder started selling solar panels to fellow boaters.

Sticking to our roots We've grown through 7 ever-larger warehouses since then and diversified what we do - but an important part of our business remains the supply of off-grid systems to customers who need power away from the national grid.

Growing branches

With the introduction of the Feed-in Tariff in 2010 we began installing and supplying larger grid-connect solar PV systems. Today, the distribution of solar PV and battery storage accounts for the majority of our £125M annual turnover.

Planting seeds In 2019 we opened a subsidiary on the outskirts of Dublin. Our team have gone from strength to strength, and have just moved to a larger warehouse. Last year we also opened another satellite warehouse in Glasgow.

Software - the secret of our success

We've written our own PV design software that makes designing solar power systems incredibly easy. It's used by installers and manufacturers in the UK and internationally.

We've developed software for designing heat pump systems too. Heat pumps are the future of heating, and we want to be at the forefront of their deployment in the UK. They will be an important part of the next chapter of our story!

Our values



It has never been our aim simply to make a profit. We want to make a positive impact on the world around us too. This is what we stand for.

Eliminating fossil fuels

We are passionate about moving as swiftly as we can to eliminate fossil fuels from electricity generation, heating and transport. We only sell products and systems that further that aim.

We are also working to reduce fossil fuel use in our own operations. We have solar arrays on our Milton office and our warehouse in Glasgow. We help our employees to keep their own footprints low by encouraging cycling and walking over car use.

Reducing consumption

Over-consumption is at the heart of many of the environmental problems that the world is experiencing. Most businesses operate a business model which is designed to encourage consumption. We want to be different.

We sell solar PV systems that greatly reduce the amount of energy that properties need to import, and we sell heat pumps that use less primary energy (and from less damaging sources) than the fossil fuel based heating systems that they are replacing.

We don't sell disposable items. All the products that we sell are designed to last for many years. Many of the solar panels we sell have a 30 year warranty.

We try where we can to reduce consumption in our own operations. We re-use a lot of the packaging that products arrive in.



Putting people and planet before profit

We believe that businesses have a bigger responsibility to the planet, and to their employees and the communities they operate in, than they do to their shareholders.

We are a successful business. Some of our annual profit is returned to our employees through a staff profit share scheme. We also have a community fund which donates to socially beneficial and sustainable projects in the community. Almost all the remaining profit is reinvested into the business - very little is paid out in shareholder dividends.

We believe in reducing the gap between rich and poor. We pay well over the living wage to all our employees, and our profit share scheme is equitable, so that all employees, from the most junior to the most senior, share equally in the rewards when the company does well. For senior staff we aim to pay competitive salaries, but we don't believe in excessive executive pay.

We believe healthy employees are happy employees. We work with local organic growers to provide all our employees with a vegetable box each week.



Leadership team



Andy Rankin

Founder

A former climate scientist who started a solar company from his off-grid home 15 years ago. Andy likes to build things from scratch, whether that's companies, houses, solar farms, software or freight bikes.



Jamie Vaux

Commercial Director

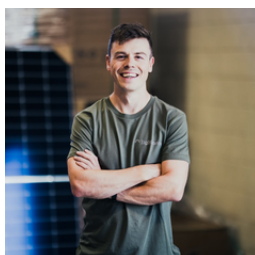
An environmental business enthusiast who went looking for a company to throw his idealism at, Jamie has spent 10 years chasing sales and building the Midsummer team. Out of the office you'll find him lifting something heavy or cooking.



Lowri Goodyer

Sales Director

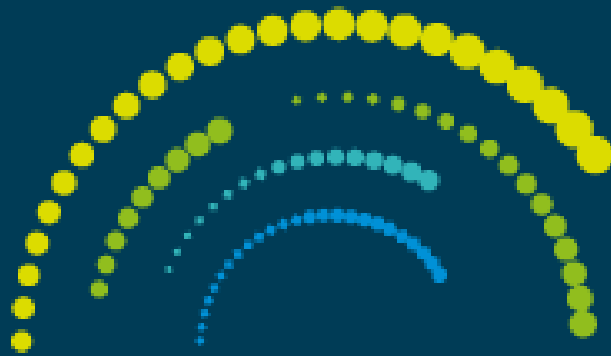
A fellow eco-crusader, Lowri heads up UK sales - and can be found climbing, surfing, running, snowboarding or gardening when she wants a rest!



Tom Kemsley

Scotland Manager

Tom joined our graduate scheme green out of university. Although he subsequently tried to escape, even in New Zealand he found the magnetic pull of Midsummer drawing him back. He heads up our office in Glasgow.



MIDSUMMER

2022 Distributor of the Year - Solar & Storage Live Awards

"I can't imagine a job I'd love more or a company I could be more committed to. Every single day we're moving renewables forward and I'm surrounded by a great bunch of people helping to do it."

Jamie Vaux, Commercial Director



Easy PV

Solar design made simple

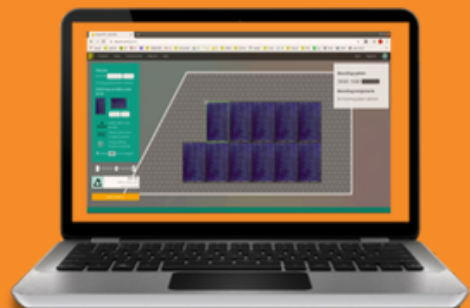
We used to install solar PV systems ourselves - and found that we had to use 5 or 6 different software packages to complete a full design.

Every mounting system, every inverter brand, had their own design tool - and then you had to use spreadsheets and word processors to pull everything together and create a nicely formatted quote.

We shoehorned a design package together that did everything - and saved ourselves a lot of time and wasted effort!

When we gave up installations to concentrate on distribution, we realised our design tool was actually one of our greatest assets. We put a huge amount of effort into improving it and making it available to our distribution partners. It's now used by hundreds of people every day to design PV systems. And because it connects seamlessly to our e-commerce website, it makes it easy for users to purchase from us. We have seen our sales grow enormously as a result.

- Draws roofs to scale
- Automatically create solar array layouts
- Designs the mounting system and undertakes structural calculations
- Selects appropriate inverters and undertakes stringing calculations
- Specifies electrical components
- Creates a schematic
- Produces shading & yield calculations
- Generates a professional quote and technical report
- Makes financial projections for the customer
- Auto-completes commissioning forms
- Connects to our websites for rapid ordering



30,000

designs a month

(and growing rapidly)

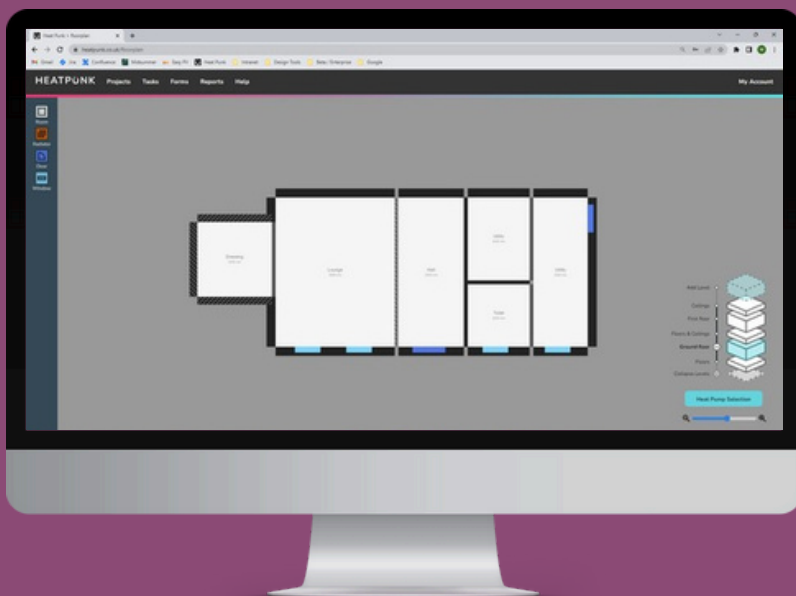
easy-pv.co.uk

HEATPÜNK

We've recently released a new tool that allows installers to survey properties and design heat pump systems.

Building on the web technology we used to create the roof editor for Easy-PV, we've created a floorplan editor that makes it extremely easy to draw a house to scale and undertake detailed room-by-room heat loss calculations.

The software automatically selects the optimum heat pump and shows which rooms may need upgraded radiators to work at the relatively low flow temperatures that a heat pump produces.



Heat pumps are the future of heating. We're at the beginning of a transformation of the entire heating industry, and our software will be a big part of that. There are exciting times ahead!

heatpunk.co.uk