



MIDSUMMER

Delivering tomorrow's energy

Midsummer Energy Ltd
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Milton
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jobs@midsummerenergy.co.uk

Application Pack: Graduate Scheme 2023

Dear Applicant,

Many thanks for your interest in our graduate scheme! Please find enclosed a description of the role along with some further information about what makes us tick.

To apply for the role, please complete the online application form at midsummerwholesale.co.uk/graduate-scheme

You will need a CV and cover letter in PDF format too.

We will be in touch as soon as possible with regards to your application - please bear with us though as it is a busy time for a small company.

We really look forward to hearing from you.

Yours faithfully,

Jamie Vaux

Commercial Director, Midsummer

The role: graduate scheme



Do you want to work in sustainability but don't know where to start?
Do you want to get experience in all the key areas of a business in the renewables industry?

Midsummer offers a unique graduate scheme, that sees our grads get stuck in to all aspects of a busy and growing renewables distributor.

Who we're looking for

You're intelligent, friendly, good with technical detail, and you want a career that will make a difference.

Perhaps you're inclined to start your own business one day - at any rate disappearing into a large organisation or doing the same thing every day doesn't appeal. You're eager for early responsibility and you want to find out first-hand how a growing business operates in a young and competitive industry. You're ambitious, passionate about the environment and about business. You're well-rounded in your skill-set - you've a head for figures, great communication skills and you're willing to get stuck in.

Don't meet all these requirements? Don't worry, you might still be the right person for the job. If you have enthusiasm and potential we want to hear from you!





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What it offers:

You'll gain hands-on experience in the sort of day to day decision-making that happens at a growing company in a rapidly-changing industry. You'll enjoy exposure to real business problem-solving in a variety of contexts, and put your talents to use in a dynamic team environment.

In recent years we have met the challenges of a global pandemic and Brexit, product shortages, rising prices, currency fluctuations, policy changes and strong competition. We've maintained our trajectory of growth, and continue to bring new products and technologies into our range - most recently that includes heat pumps and associated products. So we can promise that you'll never be bored, and as we're a small(ish) team, your role will be varied day-to-day and from one rotation to the next.

The programme offers a salary of **£26,000** and the possibility of a long-term position for the right candidate, as well as the chance to develop contacts in a growing industry. There's a friendly, informal atmosphere in the office, and a real buzz when things get busy.

The role allows **25 days** holiday per year plus bank holidays, and it's a friendly and dynamic office environment with an emphasis on teamwork, and a shared environmental ethos across the company as a whole.

You must be able to work from our Cambridge office, although you will be able to work from home one day per week if you wish to. We can be flexible with start dates.



The role: graduate scheme



The Programme

The purpose of the graduate scheme is to give you wide ranging experience of all aspects of operating a small company. You will spend time in various departments of the business, including the following:

Technical Support Team

Working under our technical engineers, you will gain experience of customer technical enquiries (from troubleshooting to design support) as well as helping to create and maintain product listings, writing technical content and articles and helping to optimise processes. You'll have the chance to talk to customers, and help the wider operations team with assessing and onboarding new products.

Renewable Heat Team

We launched our renewable heat division in 2021, so it's still the newest part of Midsummer, and one with enormous growth potential as the UK begins to decarbonise its heating.

A rotation in the heat team offers the opportunity to learn the technical ins and outs of heat pumps, and the associated system parts, as well as the considerations that go into a proper system design for retrofit and new build applications. You'll handle customer enquiries, get hands-on with the hardware, and take part in developing, using and promoting our unique heat pump sizing software, [Heatpunk](#).

Off Grid Systems

Midsummer began by selling off grid systems, and it continues to be an important (if smaller) part of what we do. You will have the chance to learn about designing solar and storage systems to suit different off-grid applications, and support the off-grid team with sales and operations.

The role: graduate scheme



The Programme (continued)

Software Development Team

We're an unusual renewables distributor in that we have an in-house team of developers. As well as our Heatpunk software, we also have its hugely popular PV predecessor, **Easy-PV**, our online PV tool suite. Easy PV allows solar PV installers to design PV systems quickly, with all the correct mounting and electrical components. At the click of a button, it also does financial projections, schematics, structural calculations, and even fills out electrical commissioning forms for the user.

As well as our software offerings, the team also develop and improve all our internal systems. The nature of the rotation in the software team will be tailored to the candidate's abilities - but we'll aim to make the best use of your strengths and give you the chance to play a part in developing our cutting-edge systems.

As well as the above, the scheme will expose you to business functions that may include the following:

- Operations & Purchasing
- Marketing & Communications
- Business Development
- Administration & Accounting
- Sales/Account Handling
- Warehouse & Logistics

We will also aim for you to have the chance to spend a month or two at our Dublin subsidiary during the year!

As a hands-on introduction to all aspects of running a small company, our graduate scheme will equip you with skills and experience that would transfer to any small but growing firm, and an insight into a career in the renewables industry.



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Who we are

We're primarily a distributor of components of renewable energy systems - from solar panels to batteries and heat pumps. Our software division is growing fast and we're looking for enthusiastic people to join this team.

Midsummer is a fast-growing company selling a range of renewable energy products from our offices in Cambridge, Glasgow and Dublin. We sell solar PV systems, battery storage, electric vehicle chargers, heat pumps and a variety of other associated products. We were recognised as the UK's best renewables distributor for 2020 and 2022.

Our software team has built some of the most powerful solar design and heat pump design software solutions available on the market. Check out [Easy PV](#) and [Heat Punk](#) - it's free to create a login and try them out. We also sell customised enterprise versions of our software to major global energy suppliers, retailers and installers.

We have a strong environmental ethos and a passion for promoting the uptake of renewables, and our team shares a belief in an open and honest approach to business. Find out more about our story, purpose and how we make sustainability, integrity and innovation central to what we do at midsummerwholesale.co.uk/about.

Midsummer Energy is committed to making diversity, equity, and inclusion part of everything we do – from how we support our customers to how we build our workforce. We actively celebrate colleagues' different abilities, sexual orientation, ethnicity, faith, and gender. Everyone is welcome and supported in their development at all stages in their journey with us.





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From front room to boardroom

Midsummer began in the front room of a narrow boat. We're now in our 7th warehouse, have expanded overseas and we have a brilliant team of more than 90 people across different parts of the business.

What we do

Our business is broken up into 3 key areas:

Wholesale distribution of renewable energy products including solar PV, EV chargers, battery systems and renewable heating in the UK and Ireland.

We also supply off-grid systems - wholesale and to retail customers.

We also provide both PV and heating design software to installers, distributors and manufacturers in the UK and internationally.

The future

The transition to clean energy will touch on all aspects of modern life. Generating and storing clean energy at source makes ever more sense as we wean ourselves off fossil fuels throughout society. Electrification of transport is happening now, for heating it's coming soon, and intelligent home energy systems are just on the edge of mainstream. The wholesale industry is a key delivery mechanism for this transition.

Our Story

2005-2023



"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



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Growth

The snowball effect

Nearly doubling sales every year for three years isn't easy. But we have a winning formula and we're still picking up momentum.

We've come out of the pandemic growing fast again, and looking for new team members in all parts of the company.



We opened for business in Dublin in May 2019 and the team are going from strength to strength, currently recruiting a number of roles and soon to occupy a new, larger warehouse. The Midsummer formula is ideally suited to a new and growing market.

Ireland office

Midsummer Glasgow

As part of our growth drive to meet the surge in demand for renewables, Midsummer moved into an additional 35,000ft in Glasgow late last year. We recruited a new, local team and we're already shipping orders from our new hub - better servicing our customers in Scotland and northern England.



It's what we started out in and a market with huge potential as battery costs fall. We're pleased to have expanded that team recently and will be bringing our sizing tools to bear soon to revolutionise the market.

Off-grid experts



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Our Products

**PV Systems | EV Chargers | Batteries | Mounting |
Off Grid Systems | Renewable Heating**

We have a broad and considered range and carry a variety of product categories and brands. We're confident we can meet the diverse needs of our customers and their clients - and offer them top quality products. Fundamentally though, we won't sell products we don't believe in.

Solid brand partnerships

The suppliers we choose to partner with are extremely important to us. It's an ever-changing global industry, but we maintain consistent long-term relationships wherever possible.

Supporting innovation

We're proud that we were among the first wholesalers to supply grid-tie battery systems, tray in-roof mounting systems and the ever popular Zappi EV charger. We were also the first PV wholesaler to stock the Sunamp phase-change heat storage systems.

**1000+ products across 65+
trusted brands, including...**

"By far the most innovative wholesaler to enter the renewable market."

Dan Lambert, GivEnergy

GivEnergy

LG
Life's Good

sonnen

Sunamp

eo

solar edge

Q CELLS

VAN DER VALK
SOLAR SYSTEMS

myenergi

Fronius

LONGI

Growatt



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

Our integrated solar design software simplifies design, paperwork and ordering into one neat package. It:

- Draws roofs to scale
- Automatically creates solar array layouts that make best use of the available space
- Designs the mounting system and undertakes structural calculations
- Selects an appropriate inverters and undertakes stringing calculations
- Specifies electrical components such as meters and isolators
- 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



**20,000+
designs
every month!**

easy-pv.co.uk



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Leadership Team

Dr. 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. Certainly the only MD in the industry with ultra-running titles under his belt.



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. If he's not frowning at his phone, you'll find him lifting something heavy or cooking.



Lowri Goodyer, Sales Director

A fellow eco-crusader, Lowri heads up the UK sales team as well as looking after the company's finances and admin teams - and climbing, surfing, running, snowboarding or gardening when she wants a rest!



Tom Livesey, Operations Director

Tom keeps the wheels of Midsummer turning. From purchasing to logistics and a good dose of technical sales too, his immense product knowledge is only rivalled by his knowledge of craft beers, gourmet recipes and fantasy football tactics.





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The UK's BEST renewables distributor 2022