

# Midsummer

careers...

**Midsummer Renewables**

410N/P Grant's Park,  
Greenogue Business Park,  
Dublin D24 YK68

[jobs@midsummerenergy.co.uk](mailto:jobs@midsummerenergy.co.uk)

## **APPLICATION PACK FOR THE ACCOUNT HANDLER**

Dear Applicant,

Many thanks for your interest in a role with us. 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 [www.midsummerenergy.co.uk](http://www.midsummerenergy.co.uk) and send a CV and brief (300 word max) covering email to [jobs@midsummerenergy.co.uk](mailto:jobs@midsummerenergy.co.uk) with your name and the role as the subject heading. Please direct any questions about the role to that address too, all for the reference of Paul Roberts.

We really look forward to hearing from you. We anticipate a large number of applications, and will attempt to process them as quickly as possible.

Your faithfully,



Jamie Vaux  
Commercial Director  
Midsummer

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## **The Role**

This is a permanent, full-time position in Dublin.

You will be responsible for building and maintaining relationships with our trade customers, helping with project enquiries and providing quotes, fielding technical questions, and helping them place orders - and generally aiming to provide impeccable service.

Our intuitive web tools and ordering platform allow customers to design systems and place orders online if they wish, but we pride ourselves on also being able to offer a personal touch, and on being helpful and informed when responding to emails or discussing projects on the telephone with customers.

You will work under the Country Manager alongside 2 other people - it's a cooperative environment, and a friendly team of people. It's a fast-paced industry though - orders are complicated and generally required on a next day basis, so turnaround on quotes and orders is typically tight. As we're new to the Irish market and looking to grow the business, the role will also involve reaching out to new companies to introduce our services and build relationships.

It's a small team with a startup environment, other activities may include helping in other areas of the business, from processing orders, to helping with procurement, logistics or administrative tasks.

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This is a fantastic opportunity for the right person to take on a challenge in a new and fast-paced industry, and enjoy a varied and rewarding role making a difference.

- Starting salary of €28,000-€32,000 depending on experience
- Profit share scheme in place for long serving employees
- 25 days holiday plus Bank Holidays
- A fun and varied job at a small company, alongside a lovely group of people and where you can see the results of what you do.

## **The ideal candidate**

You have a winning manner with people, and a genuine desire to offer good service. You're able to chat and build a relationship, but still efficiently get things done for busy people. You're comfortable talking about technical products, and willing and able to find out anything you don't know.

You can handle an abrupt negotiator, a rambler, a 'new to the industry' enquirer or an unhappy customer with an issue that needs resolving, and leave them all feeling they've had excellent service and would sing our praises.

You have sound commercial sense, and some initiative too - aware of when to refer questions upwards and when to tackle them on your own. You've a friendly manner with colleagues, and look to become a valued member of the team. You have a demonstrable interest in renewable energy and sustainable living.

Prior knowledge or experience of solar is not required, although some B2B sales experience would be an advantage, although our focus is very much on building relationships not pressure sales. Primarily we're looking for someone quick to learn, who can take the initiative, and who is keen to work for a company that makes a difference.

A competitive streak wouldn't hurt too - as new market entrants we are growing well and have (we think) the strongest offering, but we're not the only distributors around!

Lastly, a shared passion for sustainability is also key. We're a diverse team (35 strong) across the UK and Ireland, but with a strong shared ethos of protecting the environment through ethical and honest business. If this sounds like you then we'd love to hear from you.



# MIDSUMMER

Delivering tomorrow's energy

## FROM FRONT ROOM TO BOARDROOM

Midsummer began in the front room of a narrow boat. We're now moving into our 6th warehouse and have expanded overseas, and we have a brilliant team of more than 35 people across different parts of the business. And we're looking for some more!



2005-2020



## WHAT WE DO

Wholesale distribution of PV, EV, battery systems and renewables products in the UK and Ireland.

Retail and wholesale supply of off-grid systems.

Provide online PV design software to installers, distributors and manufacturers in the UK and internationally.

2019-2020

SUPPORTING INNOVATION  
**£16m**

UK SALES

"I am very proud to be a part of Midsummer, we believe in what we do and how we do it. With an environmentally sound ethos and a wonderful team we have a good time doing a great job, all whilst being kind to the planet."

Lowri Goodyer, Sales Director

## COLLECT, STORE & USE CLEAN ENERGY

We're a profitable and growing business, but we're united behind a motivation to promote renewables widely, and sell as many products as we can that allow people to harness, store and intelligently use the free energy from the sun.



## AN ELECTRIFYING INDUSTRY

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. .

It has never been a more exciting time to be in the renewables industry, the pace of change is incredible, and policy struggles to catch up. In distribution, you're at the coal face on a daily basis, and at Midsummer you're working with a small team and seeing the effects of your work.



"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



# MIDSUMMER

Delivering tomorrow's energy

## EXCEEDING EXPECTATIONS

We work with selected logistics partners who have their own fleets and tracking (not outsourced networks). That means reliability, versatility and accountability. We track and feed back on their performance - delivery is key to success.

# 8

logistics partners

any size

anywhere

any time



## SERVICES

- Same Day
- Specified Time
- Dedicated Artic or Van
- Pre 9:30
- Pre 10:30
- Pre 12:00
- Standard
- Saturday
- Economy
- Collection

2019-2020

# 13,040

## ORDERS DISPATCHED

"The team at Midsummer are very helpful particularly with technical support and their delivery and logistics are very flexible putting their customers first"

Ablaze Green Energy

## FULL KITS ARRIVE TOGETHER

No-one wants three separate site deliveries. We send complete kits with all components so that they arrive together in one delivery - panels, rails and all.



## DON'T JUST TAKE OUR WORD FOR IT



"Today I had my first delivery and I was actually really impressed by the thought that went into the way they packed the shipment. It just made my life easier unloading and unpacking but it wasn't an accident. Clearly someone had thought about it." Stag Solar Solutions.

"Good range and good prices, but what distinguishes them is good customer service - if problems arise they are quick to resolve." Your Energy Your Way.

"AN OUTSTANDING PARTNER FOR 7+ YEARS - MIDSUMMER REALLY PUT CUSTOMER SERVICE FIRST. A GOOD LOYAL PARTNER, AND GREAT TO SEE THEIR BUSINESS GROW" MARTIN, MLH TRANSPORT



# OUR PRODUCTS

A broad and considered range

We 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. We don't sell products we don't believe in.



**PV SYSTEMS**  
**EV CHARGERS**  
**BATTERIES**  
**ELECTRICALS**  
**MOUNTING**  
**OFF GRID SYSTEMS**  
**HEAT BATTERIES**

**63**

**BRANDS**

**973**

**UNIQUE PRODUCTS**



## SUPPORTING INNOVATION

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

"By far the most innovative wholesaler to enter the renewable market." Dan Lambert, Givenergy

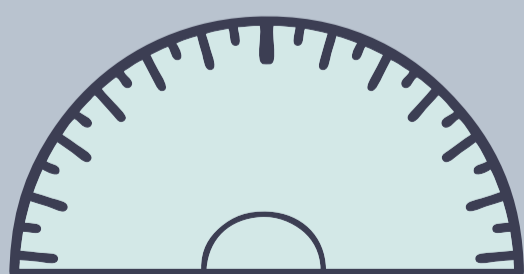
## SOLID BRAND PARTNERSHIPS

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.



"I love working with Midsummer. Good people and support." Mike Haines, Enphase

## ONE-OF-A-KIND DESIGN TOOLS



We make sure we stock all the best kit, but then we make sure we're the easiest to buy it from too. All of our products are written into the design software, and live stock levels show on our site

"MIDSUMMER HAS ALWAYS PROVIDED HIGHLY COMPETITIVE PRICES FOR COMPONENTS, STORAGE AND DISTRIBUTION."  
CARL BRINKMANN, MOIXA TECHNOLOGIES

# TRAINING

A fast-paced industry needs up-to-date knowledge

## WEBINARS

In our **MIDSUMMER MORNINGS** webinar series during lockdown we ran 22 hours of live training content grouped by theme with industry partners and our own team. The series was so popular we're continuing it.



Attendees (4 sessions Apr-May)

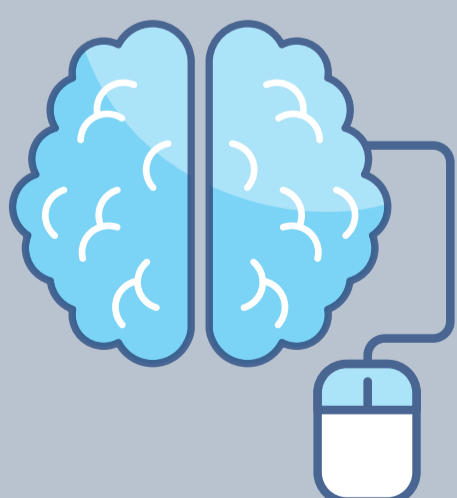
## SCREEN-SHARE SESSIONS



We run rolling group and one-to-one screen-share training sessions on our software on a weekly basis. Since it helps automate inverter sizing, electrical checks, and estimating yield and returns, we're facilitating more reliable quotations for homeowners, and removing barriers to entry for new installers.

## HANDS-ON

Our sales engineer, Adam, gets hands-on with demonstrations in our workshop, and we host regular training sessions run by our suppliers too. Any who attended our Solfit training will have seen the MD, Andy fitting it himself on a mock roof in our warehouse.



## INTERNAL TRAINING

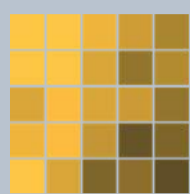
We like to share knowledge and keep our staff up-to-date, so we bring in suppliers for regular sales team training, and also share knowledge among the team with internal technical sessions too.

"BRILLIANT AND ATTENTIVE STAFF ALONG WITH A GREAT SUITE OF PRODUCTS. BEEN REALLY IMPRESSED WITH THE TRAINING AND SEMINARS AS WELL."

CLEAN EARTH ENERGY

# DESIGN

Unrivalled design & sales platform



**Easy-PV**

our full design software

EASY-PV DESIGNS 19-20

# 12,415

DESIGNS DONE

## AUTOMATIC FOR THE PEOPLE;

- Roof Design to Scale
- Inverter Sizing & Stringing
- Electrical checks
- Structural Checks
- Automated Schematic
- Shading & Yield Calculations
- Quote Generator
- Financial ROI Tool
- Auto-complete DNO Forms
- One-click Purchasing



## CLOUD-BASED DESIGN

When we installed, we found it a pain to use 5 different design packages for every project, so we made our own that did everything. When we stopped installing we gave it to our distribution customers and our team of developers improve it daily!

# 3.2k users globally

## GET HELP FROM A PERSON TOO!

Our web tools let customers do it themselves, but we have dedicated account handlers ready to help with design and advice as well - we don't insist on self-service!

"Midsummer provide the personal touch which sets them apart from all other distributors in UK solar. Friendly, professional and up to date with all the latest tech. No reason for me look elsewhere as a buyer". Eco Friendly Energy



## 6 account handlers

LAYOUT TO CHECKOUT IN

# 22

SECONDS

## THE INSTANT KIT DESIGNER

With the mighty power of easy-pv in the background, our lightweight kit builder at [midsummerwholesale.co.uk](http://midsummerwholesale.co.uk) will specify a full kit from a layout in well under a minute - even for a MW!

"EASY PV IS EXACTLY WHAT IT SAYS, IT'S HELPED US MASSIVELY. BRILLIANT"

ROLLINGS ELECTRICAL



# CONTRIBUTION

An impact beyond renewables

## THE LOCAL ECONOMY

As a UK company that is still founder-run, Midsummer reinvests all profit in the growth of the company and is both a large employer and a user of local businesses. We're pleased to support UK-made products where we can too.



## INDUSTRY FIRSTS

We run the only Graduate Scheme in the industry - training the bright and ambitious people who'll take the industry forward.



## A GOOD EMPLOYER

We are the only company in the industry offering an equitable profit share scheme, distributed to all staff.

"Midsummer- the best thing to happen in solar since the sun." Ash Cliffe, Midsummer and Easy-pv team

## SUPPORTING CAUSES

"Thank you so much to the team at Midsummer Wholesale for supporting my book [Sparki and the Journey to Earth] and my chosen charities - the NICU teams at Sheffield and Grimsby". Jordan, MyEnergi Founder



1100

Masks received from suppliers distributed to NHS workers and care homes



## GREEN TO THE CORE

We're not outspoken about it, we just crack on with making a difference. But it's part of our ethos that we bring people onto the team who get it. You can do good business and still do good, through business.

All packaging is re-used or recycled. Our office is powered by solar.

## MIDSUMMER STAFF

34% vegan/veggie  
76% cycle to work

# GROWTH

## Doubling and Dublin

### A SNOWBALL

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 are right now entering our new, larger premises, recruiting (again) and the 10 year re-brand is within weeks.



### IRELAND OFFICE

We opened for business in Dublin in May 2019 and the team are going from strength to strength, with two new members just appointed. The Midsummer formula is ideally suited to a new and growing market - it will not be the last expansion.

### INTERNATIONAL SOFTWARE

Our easy-pv software is useful to any installer anywhere in the world (with some minor tweaks). We already have a growing international user-base and will continue to promote it widely.



### OFF-GRID EXPERTS

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, and revolutionise the market.

# THE TEAM

# 75%

## Who are Midsummer?

Directors with a forklift license

### DR. ANDY RANKIN, MD

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 UK sales as well as looking after the company's finances - 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.

"THE WHOLE THING IS A TEAM EFFORT EVERY SINGLE DAY - IT'S AN ABSOLUTELY CRACKING TEAM, AND WE COULDN'T DO IT WITHOUT THEM. IT'S A SPECIAL PLACE TO WORK."

JAMIE VAUX

WE CAN'T NAME-CHECK ALL OUR AMAZING TEAM HERE BUT HERE ARE SOME OF US AFTER THE FIT RUSH:

