

Job Reference: Sales Engineer

Employer: Aqua Protec Ltd

Department: Sales

Location: National Office, Stockwood Business Park with (National Travel)

Job Type: Permanent

Working Pattern: Full Time 37.5 hours per week

Salary: £25,000 +

Benefits: Commission, Performance Related Bonus, Company Car, Pension

Job Description

The Sales Engineer role provides opportunity for a driven, ambitious and industrious individual to join our sales team to utilise and progress their technical knowledge to work with potential clients. This varied role provides a diverse and stimulating opportunity for amalgamating both field and office-based work; surveying, problem solving, estimating, generating leads and managing projects.

The Sales Department have a clear sales and marketing strategy, with the Sales Engineer role being an integral part in supporting potential clients by offering best fit solutions from within our high quality and innovative product set.

The successful candidate will work within an experienced team, reporting progress to Company Stakeholders. The Sales Engineer will also work with Project Managers who have a strong technical understanding of our products, services, and legislative regulations and guidelines.

Aqua Protec uses pioneering CRM software to enable fluid tracking of sales opportunities to predict, monitor and report on progress. The Company Practices Prince 2 Project Management methodology to initiate new accounts and projects acquired. All services are sold and delivered in line with LCA (Legionella Control Association) Service Delivery Standards.

Through the Company's Skills Development Programme, the successful candidate will be trained and mentored in key areas as required, ensuring thorough support in developing; understanding of the Company including its values and policies, project management, software and technical understanding of the services and products being sold.

The Company

Our ethos is to deliver our services to the highest industry standards. We are looking for ambitious and conscientious individuals to join our team to help us achieve this.

Aqua Protec is a well-established Company in the Water Treatment and Hygiene industry based in the Midlands, having delivered our services and products within the Healthcare, Education, Hospitality, Housing Association and Construction Sectors since 1990.

Our growing workforce are recognised for exceptional customer care, providing high quality products and punctual service delivery to our clients.

We are committed to recruiting individuals to our team who share our ethos and want to work towards achieving our Company vision, ensuring that the building users of our clients, for example, patients, students, families and workers, are safe from Waterborne Pathogens. At Aqua Protec we work together to exceed our Customers' expectations by; doing what we say we will do, looking after ourselves and others, investing in relationships, communicating openly and honestly, developing innovative ideas and solutions and always delivering and excellent service. We expect our team members to share our values demonstrating a genuine commitment and ability to work in this way.

It is an exciting time to join Aqua Protec. We take an innovative approach to the industry, developing new products and services that enhance the ability to maintain water quality. We embrace new technology investing in specialist software that enables fluid workflow. Our reputation for providing services to a high standard, combined with our continued evolution of technology has generated considerable business growth allowing for those who join our team abundant opportunity to develop their career within the Company.

If you share our ethos and values, we would love to hear from you!

Aqua Protec is committed to enrolling all personnel on our Skills Development Programme. The Skills Development Programme is a pathway designed to assist you in maximising your potential. No matter where you are in your career, we believe that investing in your professional development will enable you to get the maximum satisfaction out of your job role.

Important Information:

- Aqua Protec is an equal opportunities employer.
- Aqua Protec offers excellent training and career development opportunities.
- You will be subject to an enhanced DBS check in order to visit buyer and client sites.
- You must hold a full valid UK driving licence.
- You must be able to provide proof of eligibility to work and live in the UK.

Person Specification

Qualifications

Essential	Desirable
<ul style="list-style-type: none">• English, Maths, Science and ICT GCSE or equivalent• Full UK driving licence	<ul style="list-style-type: none">• A-Level or Level 3 NVQ, foundation degree, HND or DipHE, in a relevant field• Prince 2 Practitioner or equivalent project management certification

Experience

Essential	Desirable
<ul style="list-style-type: none">• Experience working within the water industry• Managing multiple deadlines• Handling concurrent projects• Reporting to line managers• Customer facing / customer service experience• Identifying project objectives for example interpreting buyer specifications	<ul style="list-style-type: none">• Field experience of service(s) delivered• Estimating / Costing projects• Producing quotations• Working across multiple geographical locations• Reporting to executive level stakeholders• New contract initiation• Account Management

Skills and Knowledge

Essential	Desirable
<ul style="list-style-type: none">• Proficient in Microsoft Office• Excellent ability to communicate in writing• Excellent ability to communicate verbally	<ul style="list-style-type: none">• Experience using CRM packages• Understanding of Prince 2 Project Management Strategy• Understanding of LCA (Legionella Control Association) service delivery standards• Knowledge of industry relevant legislation and guidelines; including but not limited to, ACoP L8, HSG274, HTM04-01, Water Regulations

Personal Qualities

Essential
<ul style="list-style-type: none">• Organised and able to manage tight deadlines and significant workloads• Able to communicate effectively with a variety of levels and roles within a team environment• Attentive to detail and an eye for immaculate presentation• Confidence to drive nationally to unfamiliar locations• Personable and approachable• Warm telephone manner• Able to use initiative, problem solve and apply critical thinking• Shares in Company values and ethos

How to apply

Please visit our website www.aquaprotec.co.uk/apply-now to upload your CV.

This job advert will close as soon as sufficient applications have been received. Please apply as soon as you can if you are interested in this position to ensure that your CV is considered.