

<https://www.sundridgesearch.com/job/disinfection/>

## Disinfection Business Manager (£95000 – £105000 basic plus benefits)

### Description

Our client is looking for a business manager to focus on generating new business in the municipal & aquaculture market for their disinfection portfolio (UV disinfection etc). The successful candidate can be based any where in Europe or the UK, but, preferably candidates will be based Germany, Scandinavia or France.

### Responsibilities

- Identification, screening & qualification of opportunities.
- Developing lead generation plans and pipeline that deliver new business.
- Plan and conduct complex negotiations with new customers.
- Represents the entire range of disinfection products and services to customers, while ensuring assigned customers' needs and expectations are met.
- Responsible for achieving sales quota and objectives.
- Responsible for meeting assigned targets for profitable sales volume and objectives in assigned areas (product, and/or geography) as defined.
- Generate Growth within this particular market for applicable product suite.
- Accountable for establishing productive, professional relationships with key personnel in prospective accounts in given area, including but not limited to end users, consultants, specifiers, OEM and system integrators.
- Responsible for accurately forecast sales by month, quarter and annual. Tracks progress against targets on an ongoing basis and take necessary action to refocus efforts if targets are not being met.
- Responsible for proactively assessing, clarifying, and validating customer needs, identifying sales opportunities within prospective organisations through a deep knowledge of the customer's goals from a range of stakeholder perspectives.
- Responsible for leading the evaluation of all prospects and determining, using agreed criteria, viable opportunities.
- Manage all prospects and provide input as required to achieve the sales deadlines and to ensure that all client requirements are met.
- Responsible for leading on negotiation, practicing a win-win negotiation approach whilst working within agreed parameters and procedures for contractual arrangements.
- Lead solution development efforts that best address customer needs, whilst coordinating the involvement of all necessary personnel
- Responsible for enlisting the support of product specialists, implementation resources, service resources, and other sales and management resources as needed.
- Consider and evaluate the best route to market for the given prospect, i.e. direct sales, via contractor, OEM, distributor and prepare business case to support rationale.
- Agree approach with sales management to deliver current key priorities (market share, profit etc)
- Will work with customer service colleagues to develop and maintain an ongoing service proposition for products in market and region and to ensure

### Hiring organization

Sundridge Search

### Employment Type

Full-time

### Industry

Water

### Job Location

United Kingdom, Germany, Scandinavia or France (based anywhere in these regions)

### Working Hours

Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

### Base Salary

£ 95000 - £ 105000 - £ Up to 20% sales bonus

### Date posted

August 3, 2025

customer satisfaction and problem resolution.

- Maintains high customer satisfaction ratings that meet standards.

## **Qualifications**

- Good higher educational achievement.
- Sound knowledge of water technologies materials and contractual matters, with particular focus in serving the Industrial sector.
- Good communication skills to make competent written and verbal presentations of all products to customers by all communication methods.
- Strong account management and relationship skills
- Track record and evidence of developing good customer relationships, and managing key contacts in major strategic accounts
- Proven track record of success
- Customer focused
- Good Listener
- Good influencing skills
- Problem solver
- Full Driving Licence
- Good IT skills in Outlook, Excel, Word and PowerPoint
- Operational knowledge & expertise
- Up to date knowledge of Specifications and Contract Documents

## **Job Benefits**

Salary bracket for the role is £95,000 – £105,000. It also comes with –

- Up to 20% sales bonus if targets are met
- A company car or cash allowance
- Private health care
- Up to 10% matched company pension
- 26 days holiday + bank holidays if the candidate is based in the UK (with the option to buy/sell a further 5 days leave)

## **Contacts**

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