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Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – Water & Wastewater Pumps Sales Engineer (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Industry
Wastewater

Job Location
United Kingdom, England (based anywhere)

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
£ 50000 - £60000 - £ Plus OTE

Date posted
January 1, 2022

Description

Our client is a leading manufacturer and exporter of Positive Displacement Pumps ranked amongst Top 10 manufacturers of Progressive Cavity Pumps / Eccentric Screw Pumps. The Company's operations are spread over five continents with facilities in India, UK, USA, Australia and South Africa. Our client is a public listed entity in India with Global Headquarters in India. The Company is currently celebrating its 50 year of successful existence.

The Company established a Sales & Marketing office in the UK over 16 years back along with a warehouse to service the large UK & European market. UK operations have been highly successful in terms of establishing our client as a high quality pump supplier with strong brand acceptability both in UK & European markets (Germany, Norway, Sweden, Belgium, Spain, Italy, Eastern Europe, etc.) Their UK entity has a highly energetic and qualified team, many of which have their service spanning more than 10 years in the Organization.

In order to enhance their footprint in continental Europe, last year the company started the operations in Germany with a warehouse facility and has built a dedicated team.

Our client are looking for a candidate based in England capable of leading the companies entry into the large wastewater sector/utilities involving framework agreements (to qualify for all upcoming frameworks).

The successful candidate will have tremendous opportunity for career growth and will be benfitted with the growth of business vertical as being planned.

Responsibilities

- To lead the entry of our client into large **wastewater sector/utilities** involving framework agreements.
- To overcome the challenges of Waste water sectors in terms of entry barriers
- Target to qualify for all major upcoming frameworks – United Utilities, Anglian water, Thames water, Seven Trent, etc.
- Preparing UK branch to qualify for the frameworks and win 1 to 2 frameworks within a year or two of start.
- **Other project business** to be pursued which includes all kinds of projects in various sectors such as oil & gas, general industry, etc.
- Managing forecast, setting-up of business plans, and pursuing business leads.
- Visit key customers and prospects to personally build relationships, explore opportunities, and proactively solicit enquiries and orders.
- Manage the key activities such as quotation activity, profitability levels, pricing trends and quotation conversion rates for assigned territories.
- Track the upcoming projects in the territory and keep close watch at the contractor's level. Make presentations to the consultants for introducing

products and get included brand and specifications.
- Should possess leadership qualities to achieve the targeted business growth and manage a team which will grow with business development

Qualifications

- A techno-commercial professional, hands on experience of sales & marketing of PC pumps & retrofit business.
- Strong sales & marketing knowledge for such business segment
- Very well versed with the requirements to service waste water sector /framework agreements
- 15 to 20 years of experience out of which at least 8 to 10 years of experience of handling waste water sector
- Preferably a candidate from competition managing business for the waste water sector
- Preferably should have the knowledge and experience for Progressive Cavity Pumps & Spares
- Having relevant experience of handling Framework business as mentioned above in related products preferably – PC pumps
- Successful Sales background to develop and grow the business with a proven record of accomplishment.
- Having innovative approach, ability to understand prospective needs of the market and develop business opportunities;
- Should have a strong customer base/ good relationships & contacts in the industry and market to be used for business generation and growth;
- Should have skills for the technical presentation and commercial negotiation
- Degree in Mechanical or Equivalent

- Degree in management with degree of mechanical is highly preferable

- English

Job Benefits

- £50000 to £60000 basic salary
- Company car or car allowance (value: £500 to £550 per month)
- Plus OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

The successful candidate will have tremendous opportunity for career growth and will be benfitted with the growth of business vertical as being planned – performance based bonus/variable earnings alongwith suitable fixed remuneration

Contacts
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