

JOB DESCRIPTION

JOB TITLE:	Head of System Sales, UK Region		21.2.23
BUSINESS UNIT:	Envirogen Commercial Team	Location: Nationwide (HQ located in Alfreton, Derbyshire)	
REPORTS TO:	European Commercial Director		
SUPERVISION OF:	Regional Sales Teams		

JOB FUNCTION (summary of job function in a few sentences)

Drive sales and business development activities and support customers across the UK region. Responsible for the day-to-day management of two Regional Sales Team while also managing their own geographical area. They will ensure the Regional Sales Team are on target and performance KPIs are being met. They will drive growth of sales by securing and developing new business across process water systems and services ensuring that existing customers are supported and managed in line with the direction and strategy of Envirogen Group.

DUTIES AND RESPONSIBILITIES (technical, managerial, financial, safety, quality)

- Establish targets, forecasts, costs and sales/quotes in conjunction with senior management, managing their own activities to work within budgets and achieve forecasts to maximise profitability.
- Manage the sales performance and KPIs of the Regional Sales Team across their territories.
- Review sales, costs and expenses no less than monthly and provide senior management with analysis on the actual results and any action plans as necessary to achieve the budgeted and forecasted results.
- Carry out first stage review of equipment sales designs, cost sheets and proposals following the company sign off procedures.
- Nurture and develop sales-related business through the development of Key Account Customer/Prospect relationships, following through upon opportunities and for both new and existing opportunities.
- Manage, plan and schedule the appropriate resources to meet the required objectives of Envirogen's growth plan.
- Maintain regular scheduled Key Account Customer/Prospect meetings to provide after sales support and advice.
- Help in the smooth process management of designs from initial contact with the Key Account Prospect/Customer to full proposal being submitted.
- Prepare proposals and draft contracts to ensure at all times the objectives of the Key Account Prospect/Customer are met in line with the objectives and needs of Envirogen Group.
- Keep field service management informed regarding the performance, appearance and meeting Key Account Customer requirements of sites within the territory.
- Visit sites to collect water sample and understand the Key Account Customer/Prospect potential needs.
- Research the market to identify new areas of business growth.
- Work with the Technical, Engineering and Operations departments in the development of new trials and marketing of new technologies.
- Business development of new Key Account Prospects/Customers to ensure that the market is aware of the full range of systems, services and products of Envirogen that meet their needs.
- Maintain a current database of existing and new Key Account Prospects/Customers using the

company's CRM system.

- Assist with marketing programs such as seminars, presenting papers and exhibitions as required.
- Business sales strategy development and implementation.
- External market commercial/contractual agreements negotiations.
- Oversee EH&S compliance and take action as required.

PRINCIPAL CONTACTS (internal and external)

Prospects/Customers, Clients, Design Consultants, 3rd Party Suppliers, Sales Managers, Market Manager, Commercial Director, Trade Associations

EDUCATION (essential and desirable)

- Good literacy and numeracy skills
- PC Literate
- Technical Degree or equivalent

SKILLS & EXPERIENCE (essential and desirable)

- A strong process water or waste water equipment sales and general business background.
- Strong industry experience is required. Technical engineering/water process expertise and excellent customer problem-solving skills are essential.
- Proven commercial sales and negotiation skills.
- Experience in successfully managing, developing and motivating a sales team.
- Consistently accurate and timely approach to work, with emphasis on ensuring that Envirogen maintains technological leadership.
- First-class communication skills, with the ability to express and present information in a clear and concise manner.
- Able to operate alongside the senior team, making decisions and taking actions that promote the success of the organisation.
- Strong customer relationship development skills for both short and long-term business development and growth.
- Happy to travel widely and at short notice.

ENVIROGEN COMPETENCES (plus other essential competencies)

- Customer focus
- Self responsibility and accountability
- Technical /Professional excellence and innovation
- Transparency and openness of action/communication
- Valuing differences
- Teamwork
- Achievement of sales goal and sales growth combined with Envirogen Group profitability.
- To ensure that Envirogen Group is well promoted and known for its systems, products and services within the targeted Key Accounts.
- Punctual completion of internal administration and reporting paperwork.
- Achievement of and performance, achievement of objectives and development of such resources to meet the overall objectives and commitments of Envirogen Group.