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| **JOB DESCRIPTION** | |
| **Job Title** | Technical Sales Engineer |
| **Job Purpose** | **Advise, explain, and support clients on Siltbuster’s product range to ensure full understanding and achieve successful outcomes. Generate opportunities, lead bids, promote and secure solutions & services for wastewater treatment products across the Siltbuster sectors. Primarily covering construction in the South, with some other sector activity as required.** |
| **Business Unit/Dept** | Siltbuster Ltd |
| **Reporting to** | Area Sales Manager (or any other person nominated in writing) |
| **Line Management Responsibility** | Yes  No – support role |
| **Budget Responsibility** | Yes  No |
| **Accountability Level**  *(service delivery performance, quality & safety of people & product/service, compliance with rules, standards and legislation, continuous improvement, reporting and strategy)* | Individual level  Team or function supervisory / management level  Department management level  Senior management / company level |
| 1. **ESSENTIAL DUTIES AND RESPONSIBILITIES**   *The basic, important duties to be performed in the role* | |
| **General**   * Development of technical sales enquiries through proactive engagement customers, conducting necessary site visits / investigations in identifying Client requirements and scoping the treatment solution. * Compose technical and commercial wastewater treatment proposals with appropriate level of detail and where necessary support from others in the business. * Work closely with in-house laboratory to collate and communicate test results for use within technical proposals and reports. * Provide online support to enquiries and website visitors via interactive portal. * Update, manage and analyse the organisations Customer Relationship Management (CRM) software to understand domestic market trends. * Support the development of technical presentations explaining our products and services to existing and prospective customers. * Provide suitable level of information to the Operational teams for the effective delivery of solutions. * Carry out end of contract customer satisfaction surveys. * Pro-active sales and marketing of the Siltbuster equipment and solutions, including representing the company at trade shows / events, and where required, conduct short presentations to client groups. * Work closely with project / solution teams for more complex work but maintain Client relationship / ownership. * Maintain good communications with and assist colleagues in Siltbuster Ltd where required, in the interests of Siltbuster Group as a whole.   **Financial**   * To create revenue forecasts and summary of pipeline opportunities to assist with budgeting purposes.   **Quality, Health, Safety, Environment**   * Positive attitude in QHSE behaviours and in the implementation of Siltbuster QHSE policies and procedures and assist in their ongoing development.   The main responsibilities are outlined above but this not a definitive list and other tasks / activities may be necessary commensurate with this post, and as Company’s commercial activities require. | |

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| 1. **KNOWLEDGE / ATTRIBUTES**   *Information, facts and practical understanding of required subject areas for role* |
| To be successful in this role candidates will need to demonstrate: -   * A keen interest in Water, Wastewater treatment and identifying optimum solutions * A basic understanding the key elements associated with the design of Wastewater treatment works and applicable design standards * Ability to apply technical expertise with a practical outlook and in a way which balances commercial profitability, QA adherence, risk management and the morale of others * The ability to prioritise workloads to meet deadlines and a strong attention to detail * The ability to use initiative and think outside the box with a positive ‘can-do’ attitude * Good communication and interpersonal skills * Good technical report writing skills |

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| 1. **SKILLS**   *Areas of ability and task or activity competency to perform role successfully* |
| * Strong communication skills with the ability to clearly convey technical content and adapt style to suit target audience. * Demonstrate good organisational skills and able to prioritise work with effective problem solving and practical outlook. * Competent in the use of Office 365 notably Excel and Word. * Ability to handle multiple work projects running concurrently as the business need arises. |

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| 1. **EXPERIENCE AND CERTIFICATIONS**   *Level of time, involvement in, training and/or exposure to gain required experience in the role and or/subject area, and evidence of this* |
| * Degree educated in preferably either an engineering or scientific discipline with a vested interest in the environment. (Chemical, Civil, Environmental) * Relevant industry experience is essential in water / wastewater treatment and processes * Understanding of environmental legislation and regulation controls * Basic understanding of ISO 14001 and 9001:2015 standards and appropriate Health, Safety environmental legislation * Full UK Driving Licence |

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| 1. **PERSONAL QUALITIES**   *General disposition / personal characteristics, work ethic, and moral values.*   * Team player, approachable and dependable * A desire to learn & for personal development * Flexible, adaptable & professional * Environmentally conscious * Willingness to travel within the UK |