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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 [x]  No – support role |
| **Budget Responsibility** | [ ]  Yes [x]  No |
| **Accountability Level** *(service delivery performance, quality & safety of people & product/service, compliance with rules, standards and legislation, continuous improvement, reporting and strategy)* | [x]  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
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