



SCAN
TO LEARN
ABOUT US



Introduction to Stormsaver

Welcome to Stormsaver. We are a vibrant, exciting, growing business founded on innovation, quality, honesty and teamwork. Our vision for the future is “A water secure future through water reuse” and as part of our team we want you to understand our vision and aspire to be a part of making it a reality.

It is crucial to us that Stormsaver acts ethically, sustainably and is morally responsible. You should uphold our core values of Making the Difference, Customer Experience, Exceptional Quality & Unrivalled Expertise. We want you to embrace our culture which embodies family values and trust. Follow the guidance of your leaders and trust in the processes set for you. Approach your work confidently and never be afraid to share your ideas or speak up if your personal values feel compromised.

Above all you should honour, respect and work tirelessly to meet our clients needs and build long-lasting, mutually profitable relationships with customers and suppliers. You should ensure we are providing flexible, honest and cutting edge solutions to our industry and strive to create new opportunities and nurture all business relationships.

How will you personally make a difference?

Your responsibility is to create, manage and convert all sales opportunities into orders for the business, with support and guidance from your line manager (the Sales Team Leader). Your work will help to promote Stormsaver and its activities to potential and existing clients, creating new opportunities, strengthening relationships and kickstarting continued business growth.

Your activities will uphold our reputation in our industries and keep water reuse and its benefits, in the forefront of the sustainability agenda and be crucial to our goal of water reuse becoming the “norm” in all buildings in the UK.

You will work closely with all departments in the business to ensure we deliver excellence to our customers throughout the sales process and that you continuously improve your knowledge of our products and the industry. As part of trusting you with these responsibilities we expect you to be accountable for excellent and timely delivery of your work, to really take ownership of your particular area in the business and to take pride in everything you do.

Key Responsibilities

Sales & Estimating

- Answer incoming calls to the sales department.
- To provide estimates for maintenance services of water reuse products to meet our client’s requirements. This includes contract renewal, new contracts, system assessment, site visits, repairs, replacements and upgrades as well as any other new products or services introduced by the business. Always look for opportunities to upsell but never quote something that you do not believe in.
- Ensure that all of your quotations are profitable, feasible and deliver the best solution at the most equitable costs.

- Provide technical help to end users and FM professionals and ensure that you are expert in your field so that your advice can be relied upon.
- Manage projects from quote to order and manage clients throughout the tender process.
- Work with your team to hit the annual targets for orders in and invoiced sales with the desired profit margin.
- Work to meet your individual and team KPI's in terms of orders, profitability, activity and results
- Complete PQQ's and Pre-let documentation associated with your projects.
- Read and negotiate terms and conditions of contracts with our clients, with support from the Directors and legal team where required.
- Make courtesy calls to clients to ensure customer satisfaction following visits.
- Provide basic trouble shooting to clients.
- Keep up to date with competitor products.
- Learn, understand and keep up to date on industry news, standards and legislation.
- Arrange/attend client project sales meetings.

Sourcing New Opportunities

- Source new leads and using research/ contact with people, turn these into new opportunities. Utilise industry publications, news, social media and other data sources, including your own research, to identify potential new projects and contact to get an enquiry.
- Communicate confidently with clients and suppliers via telephone, email, via Teams or in person as required. Communication via telephone should be prioritised, before contact is made via emails.
- Arrange and attend meetings via Teams or in person as required.
- Attend trade shows and exhibitions, as required.

Skills

You will need to have;

- Have a high level of competency in MS Office
- Experience using a CRM System
- Excellent communication skills, both written and verbal
- Confident telephone manner
- Be personable, friendly and have excellent listening skills
- Independence and self-reliance
- Enthusiastic and hardworking attitude
- Ability to think on your feet and be self-motivated
- A team player
- Organised and methodical, with attention to detail

Experience

Whilst not essential, it would be an advantage to have;

- Worked within the construction industry, water industry or similar field
- Estimating experience
- Customer service experience

Apply now

Email your CV to careers@stormsaver.com