



Stormsaver Job Description

Technical Sales Engineer



SCAN
TO LEARN
ABOUT US

Introduction to Stormsaver

Stormsaver are the UK market leader in water reuse, specialising in Rainwater Harvesting, Greywater Recycling and Active Attenuation. We also have a dedicated team who carry out maintenance of these systems across the UK.

We are an award winning business, led by a dynamic and creative leadership team. We are passionate about water conservation and how our products and services will make a positive difference to the approaching global water shortage. We are always keen to invest in our employees and value recognition of success. We are professional and our values include honesty, integrity, quality and agility.

Technical Sales Engineer

Reporting to:

Sales Director and the Directorship team.

Working with:

Sales Team Leader and the estimating team. Co-ordinating with operations, engineers and finance.

The Opportunity

Stormsaver are searching for the newest member of their growing team. This is a new and exciting role where the successful candidate will work alongside the Sales Director and Sales Team Leader to generate new business relationships and increase conversion rates through specification sales.

You will use your technical knowledge and sales skills to provide advice and support on water reuse (rainwater harvesting and greywater recycling) products and associated maintenance services. You will assist colleagues with tenders through face to face visits and will spend most of your time travelling to visit clients or with our team at our headquarters near Newark, Nottinghamshire.

You will provide a key point of contact for our clients before, during and after the sale and give technical advice on the design and operation of our systems. You will liaise regularly with our other departments to ensure that the customer experience is unrivalled in our industry.

What to Expect

You will be splitting your time between the office and visiting clients. Our clients could be located at their offices or at site and are based all over the UK. You will need to be able to access our headquarters on a regular basis but due to the national nature of the role, you do not necessarily need to be located in Nottinghamshire.

You will be given leads to follow up on by the sales team but should also be generating your own. You will be responsible for managing your own time and using this for the benefit of the business. This may require longer hours than contracted in order to accommodate travel.

You will be responsible for helping the team hit our annual targets through increasing our conversion rate and generating new opportunities. If you have existing clients in the industry which you can bring then this is a bonus. You will be measured on results and supported to achieve them.

Water Reuse Specialists

T: 01636 815 254

W: www.stormsaver.com



UKBA '22
UK Business Awards WINNER



CHAS
Accredited Contractor

Constructionline
Gold Member

Responsibilities

- Search for new clients who might benefit from company products or services and maximise client potential across the UK. This will involve;
 - Regular face to face meetings across the UK for projects
 - Regular face to face meetings across the UK to build relationships
 - Utilising teams, the telephone and email to communicate with clients
- Develop long-term relationships with clients, through managing, interpreting and delivering on their requirements, to secure repeat sales. Using the methods listed above.
- Work with clients to specify the Stormsaver product or service best satisfies their needs in terms of quality, price and delivery
- Generate and manage your own meetings in addition to supporting the sales team with any client facing meetings that they may generate.
- Negotiate tender and contract terms and conditions to meet both client and company needs
- Pass on information to enable the estimation team to produce client quotations
- Provide pre-sales technical assistance and product education
- Work on after-sales support services and provide technical back up as required, in collaboration with our operations team
- Analyse costs and sales to ensure your projects are profitable
- Prepare reports for head office and keep customer records on our CRM system
- Meet regular sales targets and coordinate sales projects with the estimating team
- Support marketing activities by attending trade shows, conferences and other marketing events as required
- Make technical presentations and demonstrate how a product meets client needs as required
- Liaise with other members of the sales team and other technical experts
- Assist in the design of custom-made solutions
- Research and understand about our competitors in the market
- Research and understand relevant legislation, regulations and what is happening in the water and construction industries
- Guide and motivate the other members of the team to achieve results

Skills

You will need to have:

- A solid technical background
- Sales skills
- Excellent communication skills
- Sound judgement and good business sense
- Organisational skills
- A team player and ability to lead and motivate
- The ability to build relationships quickly and effectively
- Analytical and problem-solving skills
- Resilience and tenacity
- Independence and self-reliance
- Be personable, friendly and have excellent listening skills
- Have a high level of competency in MS Office
- Experienced user of CRM systems



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Experience

- Working in technical field sales, ideally in the water or construction industry
- Working with consultants and specifiers within the construction industry
- Working with products
- Working with manufacturing
- Proven track record of success in a similar role
- Estimation and specification design
- Building client relationships

The Package

- Basic Salary - competitive & negotiable starting salary
- Team bonus scheme with OTE
- Additional annual bonus for hitting targets
- Working hours - 40 + per week including travelling
- Company car
- Company mobile phone
- Company laptop computer
- Hotels and subsistence allowance provided
- Regular training provided
- Working with a passionate, friendly team of experts in an industry which is about to grow hugely within the next 3 years.

Apply now

Email your CV and Cover Letter to careers@stormsaver.com

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