



Regional Sales Manager

Full time, permanent,

0830 – 5pm

Location TBC

Aquatic Control Engineering are looking for a motivated, driven and ambitious proven Sales Manager to join their team.

Aquatic Control Engineering are a leader within their sector, supplying turnkey mechanical and electrical solutions for water management, flood defence and environmental services. The Company's focus lies within water control products (valves, pumps, sluice gates) fish friendly land drainage pumps and fish migration solutions.

The Regional Sales Manager will have a duty to represent the company with its industry leading portfolio of its projects, products and services.

The Regional Sales Manager will sit within the Sales team as External Sales; they will work closely with Internal Sales within the operation of the overall Sales function.

The job role will require the Regional Sales Manager to:

- Be self-motivating; build and maintain long term relationships with our customer base and key accounts
- Create new relationships with new customers
- Assist our clients with the design phases of projects to ensure our companies products and service are incorporated into their design
- Provide our customers with solutions with our winning portfolio of products and services
- Negotiate and agree technical and services scope of works to be priced / tendered
- Work with Estimation to compile detailed tenders, bids and proposals
- Work with our sub-contractors to present full turnkey services to our customers
- Showcase a clear passion and drive for sales

Essential Skills

Passion and Drive to exceed targets

Strong communication, verbal and written skillset using IT systems

Contractual Awareness; knowledge of NEC Contracts would be preferred

Technical mind set; a good understanding of mechanical and electrical engineering is preferable

Creative; the regional sales manager must be a creative thinker to solve our customers problems in innovative ways using the ACE portfolio

Detailed in their work; the regional sales manager will be expected to work with the team to review scope of works, commercial conditions and parameters of contracts, requiring a detailed eye

Confident and challenging within their approach

Experience

Proven Sales of projects and equipment within mechanical engineering and / or construction industry

Experience working within the water flow control sector is desirable

Experience of working within both private (B2B) and public sectors

Qualifications

No specific qualification is required within Business or Engineering however, relevant qualifications are desirable.