

Regional Sales Manager; Midlands & Regional Sales Manager; Northern

Full time, permanent, 40 hours per week

Aquatic Control Engineering (ACE) have seen substantial growth and have been awarded a number of exciting opportunities with multi-million-pound orders to deliver. With this exciting growth of our sustainable solutions within the utilities industry and continuing to be the market leader, we are looking to increase our efficiencies and performance with our project and customer expectations.

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.

ACE are looking for a Regional Sales Manager to join the Sales team. We are looking for a Northern and a Midlands area sales person to represent the company with its industry leading portfolio of products, projects and services.

The 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 the company's tendering and proposals engineer, 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 customer relationship IT systems

Contractual Awareness; knowledge of NEC Contracts would be preferred

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

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.