

Sales Engineer UK/Ireland

Full-time

Workplace: Remote (in the UK or Ireland)

Grow with us!

We seek a passionate, experienced, open-minded Salesperson willing to work for a maturing, award-winning Swiss company. Do you want to sell a disruptive technical solution in the field of rapid automatic bacteria detection in water? Then, you are exactly the person we would like to have with us on our team!

This position we are recruiting is for a driven, independent, highly inquisitive (eager to learn) and enterprising person, ideally with a long-standing relationship to the water industry, to further drive our direct sales expansion in the UK (below M62) and the Republic of Ireland.

YOUR RESPONSIBILITIES

- Plan and secure sales revenue, growth, profitability, and market share growth based on our company goals and personal targets.
- Plan and execute sales activities to acquire customers and expand our market footprint, working closely with our field application specialist, marketing, key account, and product managers.
- Consultative sales approach to understand the needs and identify our solutions' true benefits and value for our customers.
- Manage and own the entire sales cycle, including prospecting, qualification, proposal preparation, negotiation and closing deals.
- Organise regular customer visits, product demonstrations, local marketing events and exhibitions.
- Establish professional relationships with our strategic accounts and align them with our strategic account strategy.
- Keep close to the market-specific initiatives, regulatory bodies and legislation.
- Act as the voice of the customer with feedback to product application management.
- Adopt strategic business tools, CRM, quality systems and SOP's.

YOUR PROFILE

- Experience in one of the following:
 - o UK Water Utility
 - o microbiology
 - o environmental sciences
 - o beverages and breweries
 - o hydrogeology
- 5 years' experience with value-based or consultative sales to end users with a track record of achievement.
- A background in selling measurement instrumentation solutions with a good mix of technical know-how would be advantageous.
- Familiarity with a CRM (e.g. Salesforce), leads, opportunity and forecasting processes.
- Ability to think outside the box and try new things.
- Ability to work self-sufficiently and anticipate sales actions.
- Ability to successfully manage corporate and purchasing department relationships.
- Ability to extensively travel in the UK and internationally if required.
- Excellent communication, presentation, and negotiation skills.
- Business fluent language skills in English
- The candidate should ideally be based at the junction of the East Midlands and the South-East regions.

WHAT WE OFFER

- Highly motivated and experienced colleagues who strive to make a difference.
- Exciting, varied tasks in a team-oriented and international working environment.
- Being part of a growing company with a vision of sustainability, a positive impact on health and water safety, and a contribution to global environmental sustainability.
- The unique chance to grow with us.

Please apply online at bnovate.com/jobs with documents in PDF format, including a CV and cover letter. Applications through other channels will not be processed. Recruiters and agencies will not be considered.

ABOUT US

bNovate Technologies SA, a multi-award-winning company, is a game-changing leader in the monitoring and analysis of water. It propels industrial microbiology into the digital age with rapid, automated solutions for the global water, food & beverage, pharmaceutical, and cosmetics industries. Powered by proprietary technology, its solutions deliver high-value microbial water quality data for efficient, sustainable water management. Trusted by water professionals across Europe, bNovate is rapidly expanding worldwide. Our vision and passion is to provide new solutions to assure **SAFE WATER. ANYTIME. ANYWHERE.**