

# Job Description



<b>Job Title</b>	Regional Sales Engineer		
<b>Reports To</b>	Head of Sales Scotland, NI & ROI	<b>Team</b>	AWM Commercial
<b>Normal Working Pattern (FTE)</b>	Monday to Friday	<b>Hours per week (FTE)</b>	34.5

Core Behavioral Values		Core Company Values	
<b>Honesty</b>	Trustworthy and genuine	<b>Ambitious</b>	A strong desire and determination to succeed
<b>Integrity</b>	Adheres to moral principles and does the right thing	<b>Collaborative</b>	Teamwork
<b>Respect</b>	Show consideration for others and treats others with kindness	<b>Original</b>	Able to think of and carry our new ideas and concepts

Core Purpose
<ul style="list-style-type: none"> <li>To achieve all National and Regional sales targets working in conjunction and collaboratively with other Regional Sales Engineers, Regional Specifications Manager, Key Account Executive, SWC Sales Engineers and Area Sales Managers.</li> <li>To develop and maintain commercial relationships with all relevant contractors; to ensure they have a strong awareness of all existing and new ACO Water Management products; understand their needs and requirements, and the market trends and changes that may affect our joint business.</li> </ul>
Key Accountabilities
<ul style="list-style-type: none"> <li>Accountable for own effort, motivation, and contribution.</li> <li>Achievement of personal and company targets.</li> <li>Accountable for own Health &amp; Safety and the Health &amp; Safety of other employees.</li> <li>Ensure PAS99 and ISO rules and regulations are adhered to.</li> <li>Maintain confidentiality of all non-public company information at all times.</li> <li>Act in a professional and courteous manner at all times.</li> </ul>
Main Tasks & Responsibilities
<ul style="list-style-type: none"> <li>Manage the regional project pipeline through regular and positive engagement with contractors and team members.</li> <li>To regularly update and maintain relevant systems ensuring the accuracy and completeness of business information and activities to inform the wider commercial team.</li> <li>Work in conjunction with regional colleagues to form, deliver and regularly review the effectiveness of a robust regional business plan.</li> </ul>
Skills, Experience, Behaviours & Attributes
<ul style="list-style-type: none"> <li>Confidence in negotiating.</li> <li>Strong communication, presentation and problem-solving skills.</li> <li>Excellent organisational and time management skills with the ability to prioritise tasks and meet deadlines.</li> <li>Self-motivated, driven and able to work unsupervised with the desire and determination to succeed, achieve goals and company aspirations.</li> <li>Ability to think of and carry out new ideas and concepts.</li> <li>Personable, persuasive and influential.</li> <li>Ability to collaborate effectively with cross-functional teams and stakeholders.</li> <li>Act in a professional and courteous manner at all times.</li> <li>Proficiency, and demonstrate willingness to continuously develop proficiency, in relevant software tools and applications.</li> <li>Full valid driving licence (where required for role).</li> </ul>

The duties and responsibilities listed above describe the post as it is at present. It cannot be read as an exhaustive list of duties and may be altered at any time with management approval.

