

European Sales Manager

About Us

Halma Water Management (HWM) is a group of successful water conservation companies who have joined forces under a single sales, design and distribution network to manufacture and supply flow measurement, data logging, and leak detection solutions for the water industry. Our extensive experience and unrivalled innovation has made us a world leading team with an international reputation for technology, quality and service. Together, we provide an unparalleled range of products and services for the water industry.

We are proud to be part of Halma, a major worldwide technology group making safety products and products that improve quality of life. As an integral part of the Halma Group plc, Halma Water Management has the strength and credibility of a FTSE 100 plc Company with the financial resources to match.

Halma has been trading for over a century and has a level of corporate pride second to none. Their customers range from small enterprises through to some of the largest companies in the world, and they export products globally, currently to over 50 countries.

Job Purpose

The key objective of the role is to grow HWM sales in this well-developed geographical market ensuring strong representation across our full product range including both clean and waste water. A vital element of the role will be to support and develop our existing distributors, and to identify, appoint and collaborate with new distributors in target territories.

Key Requirement and Responsibilities

- Business meetings to identify and progress key selling actions with 3rd party partners
- Training distributors on technical and selling matters to maximise their effectiveness
- Liaising with all parts of HWM to manage the distributor account to ensure customer satisfaction, engagement and sales maximisation
- Research target territories for new distributors
- Evaluate and appoint new prospective distributors
- Make commercial and technical presentations
- Deliver commercial and technical proposals
- Demonstrate products to secure sales

- Attend Water / Waste Water conferences to identify new business opportunities
- Participate in sales/commercial management meetings as required – as well as any relevant company-wide meetings
- Strategic analysis of the market / sector opportunities
- Direct account management of key customers

The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the Company and its overall business objectives.

Personal Specification

The role can be based anywhere in the UK that has reasonable access to an international airport.

There will also be the need to attend meetings in Cwmbran, South Wales, from time to time.

A proven sales track record in technical products, with a preference for experience gained in Export, and in achieving sales through third party representation.

A good communicator, you will form strong relationships, be adept at collaboration, have strong organisational and commercial skills and be able to build both trust and strong performance.

Self-motivated to succeed.

Qualifications/Training

A technical degree, or similar, would be ideal.

Clear indications of commercial acumen, with experience in dealing with customers in a technical business to business environment.

Full technical training on HWM products will be provided and technical support is available.

Further training needs will be regularly reviewed.

Experience/Skills Required

Clear indications of commercial acumen, with experience in dealing with customers in a technical business to business environment. Strong verbal and written communication.

How to Apply

To apply for this vacancy please contact hr@hwm-water.com, sending your CV along with a covering letter stating why you feel you are particularly suited to this role.