



A Halma company



## Head of International Sales (Western Hemisphere)

### 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 across the Western hemisphere ensuring strong representation across our full product range including both clean and wastewater. A vital element of the role will be to support and develop our existing regional managers and distributors, and to identify, appoint and collaborate with new distributors in target territories.

### Main Responsibilities

- Developing and implementing the international business development strategy in target territories for the water sector and wastewater.
- Identifying and evaluating potential business opportunities, partnerships, and strategic alliances to drive revenue growth and market penetration.
- Support and manage the existing experienced regional sales managers, providing guidance, mentoring, and support to achieve sales targets and business objectives.
- Business meetings to identify and progress key selling actions with 3rd Party partners.
- Liaising with all parts of HWM to manage the distributor accounts to ensure customer satisfaction, engagement and sales maximisation.
- Research target territories for new distributors.
- Evaluate and appoint new prospective distributors.

- Collaborating with the product development and marketing teams to ensure that our telemetric network monitoring solutions meet the evolving needs of the international water and waste sector and stay ahead of industry trends.
- Representing the company at international conferences, trade shows, and industry events to showcase our telemetric network monitoring solutions and build our brand presence in the global water sector.
- Constantly research and manage the sector in the Western hemisphere for new opportunities and to maximise HWM's position.

*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 (possibly Europe) that has reasonable access to an international airport. This role will involve extensive international travel. There will also be the need to attend meetings at our Head Office in Cwmbran, South Wales, from time to time.

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

### **Qualifications/Training**

Ideally you will have a Bachelors or Masters degree in business administration, Engineering, or a related field.

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

### **Skills and Competencies**

Strong commercial acumen, with experience in dealing with customers in a technical business to business environment.

Management experience and the ability to communicate at Board level if required.

Analytical and strategic skills, to develop, communicate and implement sales growth through a skilled and experienced small team.

Strategic Vision: Ability to develop and execute a clear and comprehensive international business development strategy, identifying new market opportunities and positioning the company as a market leader.

Excellent communication, negotiation, and presentation skills, with the ability to effectively convey complex technical information to diverse audiences and represent the company at international events and meetings.

Ability to form strong relationships, be adept at collaboration, have strong organisational and commercial skills and be able to build both trust and strong performance.



Adaptability and Resilience: Thrives in a fast-paced, dynamic, and often uncertain environment, with the ability to adapt to changing market conditions and overcome challenges with resilience and determination.

Results-Oriented: Highly self-motivated and results-oriented, with a focus on achieving and exceeding ambitious business development targets and driving sustainable revenue growth in international markets.

### **How to Apply**

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