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A Halma company



UK (Southern) Account 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 UK market, ensuring strong representation across our full product range, but primarily on clean water. A vital element of the role will be to support and develop our existing UK customers.

Our customers are primarily water companies and their contracting companies, but with the potential to expand as we grow our range.

Covering the Southern area of the UK, typically between Bristol and London on the M4 corridor, and everything to the south of this, including Devon and Cornwall.

Main Responsibilities

- Business meetings to identify and progress key selling actions with customers.
- Help training on technical issues and identify selling opportunities.
- Liaising with all parts of HWM to manage the customer account to ensure customer satisfaction, engagement and sales maximisation.
- Make commercial and technical presentations.
- Demonstrate products to secure sales.
- Attend 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.

This role description in no way states or implies that these are the only duties to be performed by employee(s) in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

Personal Specification

Working from home, but ideally close to the M4 corridor between Bristol and London, but not essential. The successful candidate will also need to attend meetings at our Head Office in Cwmbran, South Wales, from time to time.

A proven sales track record in technical products or a strong water industry background preferred, but not essential. Willing to work away from home occasionally depending on customer requirements.

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. You must be self-motivated to succeed.

Qualifications/Training

Candidate will ideally have experience in the UK water industry. Clear indications of commercial acumen, with experience in dealing with customer in a technical business to business environment. Strong written and verbal communication skills are essential.

Full technical training on HWM products will be provided and technical support is available. Further training needs will be regularly reviewed.

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.

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.