

JOB DESCRIPTION

Job Title	Technical Sales Specialist
Reports To	Directors
Date Reviewed	September 2024
Experience	5 Years+
Salary range	Competitive
Location	Hybrid (2 days Alton office, 3 days working from home) - event and client travel required.
Employment Type	Permanent, Full Time

The Role

We are a highly skilled, independent, specialist geotechnical and geo-environmental consultancy. Our success is built on strong client relationships, integrity, and a commitment to excellence. We are seeking a dynamic and driven Technical Sales Specialist to join our team and play a key role in expanding our market presence and driving revenue growth.

Who we are:

We are trusted geotechnical and environmental engineers, providing superior technical expertise in ground engineering to the UK Construction Industry.

We exist to build sustainable communities in the UK and beyond, through better ground engineering. We do this by delivering superior contaminated land and geotechnical services to every single customer by creating an inspiring, high performance, one team culture.

Our overarching aim is to do ‘business for good’ and help create a better world. Our purpose is “Better living, engineered”. The organisation has been built on friendship, trust, hard work, and enthusiasm. Values that Ground & Water and its people continue to live by, providing the bedrock to our success.

Main Duties:

- Identify and pursue new business opportunities.
- Build and qualify a sales pipeline of 5X monthly and annual business target, ensuring all leads, opportunities, and client interactions are qualified, accurately tracked and updated.
- Attend industry events, trade shows, networking functions to promote the company’s services and expand professional networks.
- Develop and maintain relationships with existing and prospect clients, consultants, and industry influencers to generate leads and secure new projects.
- Brand ambassador and promotor
- Respond to Requests for Quotes/Information/Proposals (RFQ, RFI and RFPs) and prepare fee proposals, ensuring timely and accurate submission of all required information.
- Collaborate with the Operational and Technical Principal Engineer’s to develop competitive pricing strategies and bid submissions.

- Conduct market research to identify trends, competitor activities, and potential opportunities for business growth.
- Negotiate contracts and close deals through full sales cycles to achieve sales targets and contribute to the company’s revenue goals.
- Provide regular reports on business development activities, performance, and market insights to Senior Management.
- Contribute to the development of go to market value propositions, marketing materials, case studies, and other promotional content to support business development efforts.

The role will be subject to monthly and quarterly KPI’s.

Person Specification:

Minimum Criteria	Desirable Criteria
<p>Qualifications: GCSE’s (or equivalent) in English</p>	<p>A-Level (or equivalent) and/or BA degree in Business, Marketing, or a related fields such as Earth Science and or Engineering,</p>
<p>Knowledge and Experience: Proven experience in business development, sales, or a similar role. Strong understanding of sales process and market analysis Experience completing fee proposals. Experience in consistently attaining sales targets</p>	<p>Proven experience in Business Development, Sales, or a similar role within the construction industry. Strong understanding of construction processes, project management, and market dynamics.</p>
<p>Skills and Abilities: Proficient in the use of Microsoft Office Suite (Excel, Word, PowerPoint), and other relevant professional networking tools (LinkedIn). Applicants must be eligible to live and work in the UK. Excellent communication, presentation, and negotiation skills. Ability to build and maintain strong relationships with clients, industry professionals, and internal teams.</p>	

<p>Strong organisational skills with the ability to manage multiple tasks and priorities effectively.</p> <p>Problem-solving skills and the ability to adapt to changes quickly.</p>	
<p>Personal Qualities:</p> <p>Willingness to travel to attend onsite meetings with clients and networking/marketing events, as required.</p> <p>Self-motivated, goal-oriented and willing to take the initiative.</p> <p>A strong work ethic with high standards for quality.</p> <p>Out-going, personable, and professional manner.</p> <p>Reliable and committed team player, willing to help and support others where needed.</p>	

Long-term VISION and GOALS for Ground & Water:

- We want to be within the Top 70 Geotechnical consultants in the UK, have 3 offices across the UK and be B Corp certified within 3 years.
- We want to have the best company culture in our industry. We want great people knocking on our door, wanting to come and work for us.
- We want to improve the quality of people's lives, save lives, and leave a legacy in this world.