



Role Description

| | | | |
|-----------------------------|---|----------------------------|---------------------|
| Job Title | Regional Sales Engineer | | |
| Reports to | Divisional Sales Manager – Civils | Direct Reports | None |
| Team | AWM - Commercial | Total Hours of Work | 34.5 hours per week |
| Normal Working Hours | Monday to Thursday 09:00 – 17:00 Friday 09:00 – 16:30 (1 hour lunch break) | | |

Purpose of the role

- To achieve all National and Regional sales targets working in co-operation with other Regional Sales Engineers, Civils Stockist Representatives, Account Development and Business Development Managers
- 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

Key Accountabilities

- Accountable for own Health and Safety and the Health and Safety of other employees
- To ensure PAS99 and ISO rules and regulations are adhered to
- Accountable for own effort and contribution
- Accountable for correct use of CRM system

Key Tasks

- Identify and target Contracting businesses and build commercial relationships at site and office level visiting projects within the region
- Introduce, create and develop demand for existing and new ACO products; effectively sell 'The Wall'. Promote product benefits including use, installation, performance, availability and technical support
- Manage and own the use of Barbour ABI as a principle information tool to provide contractor and project leads for follow up
- Value engineer projects to maximise the benefit to the contractor and client
- Help the contractor to identify SuDS solutions, overcoming adversity to channel drainage
- Provide Design Proposals relevant to identified projects using ACO Design Software and promote its use with customer.
- Negotiate term pricing agreements with contractors for a 6 or 12 month timescale where applicable
- Follow-up term agreements with National Contractors' regional offices in liaison with ACO's Supply Chain Manager – relevant to your managed contractors
- Organise and conduct product and installation training/ presentations for contractors
- Conduct stockist business plans and reviews in liaison with the Civils Stockist Representative, in relation to increasing business opportunities.



Role Description

- Follow up and report on all outstanding project quotations in conjunction with the ACO Water Management CRM Opportunity & Projects Coordinators
- Develop a working sales ledger to include Top 10 Contractors plus 5 up and coming contractors in the area. Tracking these from Tender through to Order Placed
- Liaise with Business Development Manager to receive handover of Opportunities that are reaching Tender stage
- Be proficient in the use of Microsoft Dynamics CRM system and Outlook Calendar. Ensuring that they are updated and used to drive further business.
- Deliver written monthly reports on time, in full
- Formulate and deliver an achievable journey and business plan for sales region (call expectation of 4 calls per day / 4 days a week)
- Work in a project orientated manner.
- Any other reasonable task as requested by a manager

Specific Authorities

- Negotiate prices within the set limits
- Work in accordance with the Trading Policy