



Internal Technical Sales Support Executive

Viltra is a leading Wastewater Treatment company that specializes in bespoke treatment plant solutions for commercial and domestic clients. Due to continued growth Viltra is recruiting for an Internal Technical Sales Support Executive based at its headquarters in Newry, Co. Down.

GENERAL RESPONSIBILITIES

- To work with customers to understand customer problem and need (technical and commercial).
- To identify the relevant technology solutions to meet the customer's need.
- To lead the development of effective wastewater treatment solutions to meet the customer need, incorporating Viltra technology.
- This position reports to the Sales Director.

KEY RESPONSIBILITIES:

- Understand customer need and devise an effective engineering solution for wastewater treatment for industrial and residential applications.
- To work with the Viltra team to scope and develop proposals to meet the customer's need, including the preparation and presentation of reports on options and recommendations.
- Provide guidance into pricing of proposals based on feedback of customer expectation and likely competitor offering.
- To support sales team with the provision of technical expertise during customer engagement and opportunity qualification, including presentations, in both one to one and group situations, as required.
- Maintain a high level of knowledge through continual training and development.
- Maintain a high level of administration compliance, adhering to reporting and administration procedures in a timely and efficient manner.
- Monitor technical competence of competition and inform the business accordingly.

To apply, please send your CV and a cover letter stating the job role you are applying for, to jobs@viltra.co.uk by close of business on **Monday 15th January 2024**.