



Sales Executive Scotland

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 a Sales Executive to service the market in Scotland.

GENERAL RESPONSIBILITIES:

As a Sales Engineer for wastewater treatment products at Viltra, you will play a vital role in promoting and selling our innovative solutions to commercial and domestic customers. You will be responsible for developing and nurturing client relationships, driving sales growth, and contributing to the success of our environmentally responsible products. You will be responsible for putting together solutions for our clients' needs and ensuring a smooth sales process, while delivering a quality product /service in line with the Viltra philosophy.

KEY RESPONSIBILITIES:

- Identify, target, and engage potential clients in the wastewater treatment industry.
- Understand client needs and provide tailored product recommendations and solutions.
- Follow up on enquires and organise appointments accordingly.
- Negotiate and close sales by agreeing terms and conditions with clients.
- Conduct product demonstrations and presentations to educate clients on the benefits of our treatment solutions, in both one to one and roadshow environments.
- Develop and maintain strong, long-term client relationships to ensure customer satisfaction for both existing and new clients (particularly with private residential builders, architects, merchants and builders).
- Collaborate with the sales team to meet and exceed sales targets and revenue goals.
- Ensure after sales support and follow through when requested by clients.
- Keep up-to-date with industry trends and competitors to maintain a competitive edge.
- Prepare and submit sales reports, forecasts, and other necessary documentation in a timely and efficient manner.
- Provide a weekly call plan and updated call reports on CRM weekly.
- Achieve sales targets and attend sales meeting / training as agreed.
- Attend trade exhibitions, conferences and other marketing events when required.
- Provide a weekly call plan and updated call reports on CRM weekly.
- Maintain a high level of product knowledge through continual training and development.
- Adhere to company policies with regards to Company Vehicles and Mobile telephones and Health and Safety at work per the company handbook.

Required Skills / Experience:

- Proven track record in B2B sales.
- Strong communication, negotiation, and presentation skills.
- Self-motivated and able to work independently.
- Excellent organisational skills and the ability to prioritise tasks effectively to meet deadlines.
- Clean Full Driving Licence.
- Focused and goal-oriented.



Desirable Skills / Experience:

- Experience within the environmental or wastewater treatment industry.
- A passion for environmental sustainability and a genuine desire to make a positive impact.
- Background within the building industry.

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