



# Role

## Technical Business Development Consultant

I am currently working with a world leading client who is looking to recruit a Sales Engineer to join their expanding Energy and Environment departments.

Due to growth, my client is actively seeking someone to be field-based and focus on instrumentation sales. Specific target areas include:

- Oceanography
- Water quality monitoring
- Dredging
- Marine renewable energy
- Hydrometry
- Port and harbour operations

The sales role combines account management of existing customers with new business development, with the primary focus on identifying & winning new customers. There will be some after-sales product and customer support.

The candidate must be capable of planning and organizing their own workload. Ideally candidates will already be selling technical products and project engineering in the target area and will have an understanding of the target customers. Sales targets include companies, government departments, academic bodies and NGOs in the areas of oceanography, environmental monitoring, and marine technology.

Responsibilities will include:

- Generating revenue through generating and qualifying leads, developing opportunities
- Submitting proposals, negotiating and closing sales
- Conducting product and technology demonstrations
- Participating in trade shows / conferences
- Forecasting sales volume, activities, and budget requirements
- Maintaining sales pipeline and providing updates on a weekly basis
- Reporting sales performance against agreed plan
- Contributing information to market strategy

Qualifications:

- BSc or HND in Oceanography, Control & Instrumentation, Electrical & Electronic Engineering, or equivalent work experience