



## **Job Announcement – KWI (UK) Ltd – Technical Sales Engineer**

**Employment Type: Permanent, full-time role**

**Water & Wastewater & Sludge Treatment**

**Location: Home based with regular travel visiting existing and potential clients across the UK and occasionally overseas. With attendance at our Flintshire office as required.**

*KWI (UK) Ltd specialise in providing comprehensive water and waste water treatment services to a diverse range of industries, ensuring environmental sustainability and operational efficiency across the UK, Ireland, Scandinavia, Australia and New Zealand.*

*KWI manufacture, install and service Dissolved Air Flotation Units, Lamella Settlers for water and wastewater systems to a variety of industries, such as paper, food, petro-chemical, textiles, tanneries and municipal water/wastewater. We pride ourselves on providing a personalised service to our clients.*

We are delighted to be expanding our small UK team with the addition of a full time Technical Sales Engineer. This is a great opportunity to expand your knowledge further working alongside our Sales Manager who will be retiring in a few years' time, with scope for the right candidate to progress.

Our ideal candidate would have a minimum of 3 years' experience working within the water and wastewater industry and have knowledge of wastewater treatment, plant and machinery, filtration, dosing systems and chemical treatment concepts.

### **Accountabilities:**

- Support the management team in the review and execution of sales plans and targets to achieve or exceed revenue targets.
- Working as part of our sales team, responding to water treatment queries and completing on-site surveys and detailed tailored quotations.
- Dealing with follow up queries and ensuring that work is progressed to agreed expectations.
- Building relationships with both existing and new clients alike to establish their requirements and recommend appropriate product introductions and improvements.
- Networking to establish strong working relationships with potential clients and referrers of work. Attending all courses, events, training and networking opportunities as required.
- Deliver engaging product presentations and demonstrations to prospective clients.
- Prepare and present proposals, negotiate contracts, and close deals effectively.
- Reaching out to existing contacts to build trust and foster strong working relationships.
- Becoming a product expert that our sales team and clients can turn to for advice.
- Conduct market research to monitor industry trends, competitor activities, and market demands to identify sales opportunities.
- Provide feedback to management on market needs and product improvement areas.
- Working with our clients to develop/customise our products for their market.
- To ensure all Health and Safety procedures and administration processes are adhered to.
- Prepare regular reports on sales performance and forecasts for management.
- To be presentable and work in a professional manner at all times.
- The post holder is expected to carry out other duties from time to time which are broadly consistent with the purpose of the role, as no job description can cover every element of the role that may arise or change from time to time.

**What we are looking for:**

- A confident communicator with a personable approach to commercial sales.
- A technical or engineering background would be an advantage, as would a science-based degree.
- Experience of working with or at food processing sites, chemical processing sites and water treatment sites.
- A problem solver who genuinely wants to meet and exceed where possible our clients' requirements, with the ability to handle objections.
- A multitasker who is capable of overseeing various projects at once.
- Self-motivated and capable of running with projects autonomously, through to completion.
- Strong IT skills.
- A strong team ethic and collaboration skills, to ensure the team is kept informed of progress.
- Knowledge of regulatory standards and best practices in industrial water treatment and a passion for sustainable water management solutions.
- Maintaining a full UK driving licence with no more than 6 penalty points and use of own vehicle for travelling, mileage will be paid.

**What's in it for you:****Salary**

Commensurate with experience at market rate.

A Bonus would be considered based on successful sales and performance.

**Package**

- 25 days holiday plus bank holidays
- Pension
- Income Protection Cover/Sickness (eligible after 3 months' service)
- Life Assurance benefit (eligible after 3 months' service)
- Expenses Credit card (eligible after 3 months' service)
- A laptop and phone will be provided and will remain the property of KWI UK at all times
- Initial expenses & mileage will be paid on submission of an expenses claim form and will be paid with salary.

**Hours**

37.5 hours per week – Monday to Friday.

**How to Apply:**

Please send a CV and covering email detailing your relevant experience to [office-uk@kwi-intl.com](mailto:office-uk@kwi-intl.com). We are committed to fostering a diverse and inclusive workplace and welcome applicants from all backgrounds, a 3 years' experience in technical sales within the water industry is absolutely required.

Job Type: Full-time / Schedule: Monday to Friday

Work Location: Hybrid remote in Mold CH7 1NJ

**Additional pay:**

- Commission pay

**Benefits:**

- Company pension
- Life insurance
- On-site parking
- Work from home