



## Hydrotec UK: Commercial Sales Account Manager

Job Title: Hydrotec UK Commercial Sales Account Manager

Reporting to: Head of UK Commercial Sales: Amanda Skipper

Role: Build effective working relationships with mechanical and electrical contractors and building merchants within a specified account list, selling all Hydrotec Water Treatment products.

Region: Covering face to face meetings to within a radius of 2 and a half hours drive/train journey from the London area. Remote meetings held with specific customer accounts over the UK. Manageable account list will have ownership of up to 800 customer accounts, working closely with the internal sales team.

Base: The role is home office based with monthly visits to the Hydrotec Head Office in High Wycombe when requested, average once every month. Planning days around the remote workload and face to face appointments (when possible). Ideal candidate would ideally live within a 2 and half hour driving radius from central London.

### Responsibilities:

- To support the UK team / company in monitoring and updating the relevant projects and accounts within the CRM by following the company standards.
- To build effective working relationships with UK Mechanical and Electrical Contractors and building merchants discussing project builds from tendering stage through to shipment via face to face visits (Office and/or site), written (Outlook), remote (Zoom/Teams) and verbal (Telephone) communication as per the company standards.
- To achieve set sales targets.
- To be aware technically of all Hydrotec water treatment products by attending company training/meetings, listening to and reading any product information communicated by the Hydrotec Technical Team, Specification Team, Commercial Team or Servicing Team.
- To demonstrate daily the company's core values and be a key part of the company mission statement and vision.
- Complete a company daily timesheet to reflect focus and mileage when visiting customers face to face.



### Key Skills and experience:

You will have exceptional selling and client facing skills delivered in an engaging and professional manner. It is essential that you have the ability to retain information across a large number of projects simultaneously.

You will be:

- Results driven salesperson
- A self-starter who is good at organising own time + planning.
- Customer focused, always putting the customer first
- Able to seek clarity to communicate facts and be able to prioritise workload
- Focused with a sense of sales urgency
- Pragmatic and creative in finding ways to win orders and open doors
- A good communicator (Face to face, Zoom/Teams, written and verbal)
- Technical Sales focused.
- Approachable to customers and the team.
- A team player who leads by example.

You must have:

- An interest in the water treatment industry
- A proven sales track record preferably in technical sales however not essential
- Some experience in managing customer accounts within a successful area using a CRM framework
- A strong work ethic with plenty of charisma to build relationships through making appointments and engaging customers.

### Hydrotec UK: Who we are:

Hydrotec is the UK's leading company in the design and manufacture of water treatment products for the building services industry. Since 1992 we have been proud to provide world leading water treatment technology to protect commercial and industrial premises in the UK. Find out more via the link <https://www.hydrotec.co.uk/about-us>

We are a medium size company with a family approach. Everyone within the team plays an important part in the company's success. Our company core values are to work together to supply our quality treatment products through fairness, trustworthiness, accountability and offering an exceptional customer experience.

To apply: Please send your CV to Amanda Skipper – Head of UK Commercial Sales:

[AmandaSkipper@hydrotec.co.uk](mailto:AmandaSkipper@hydrotec.co.uk)