## **Ipsum Water Scotland LTD – Sales Manager – Hillington**

## **The Company**

Our vision is to be the leading customer service focused provider of specialist utility and infrastructure solutions operating on both public and private networks. Providing great customer service is at the heart of what we do, and our commitment is to deliver this safely and innovatively through our highly skilled teams – we call this the Ipsum Way.

We’re always looking for people who are passionate about delivering outstanding customer service and who take pride in delivering essential services 24/7/365 that really make a difference to local people and communities.

We are committed to supporting and developing our people to achieve their full potential. If you join us, as well as learning on the job, we offer structured learning in the form of apprenticeship programmes and sponsoring relevant professional qualifications. If your qualification gives you membership of an accredited professional body then we will reimburse your annual membership fee. Investing in our people and enhancing our expertise and flexibility enables us to deliver the highest standard of service to our customers.

We really value our people and so we like to look after them. In addition to an attractive salary, if you work for us, you’ll enjoy a range of employee benefits which you can explore more about by visiting our website [www.ipsumutilities.com](http://www.ipsumutilities.com).

## **The Role**

This role has the key responsibility to professionally manage the day to day business sales requirements to ensure key client growth strategy and continued success in the development of new business and new client contracts through development of client relations via internal introductions, business enquiries and attendance of supplier sales events.

## **Job Purpose**

* Work with key Ipsum stakeholders including the Senior Management Team (Inc. BD Director) to develop & execute the business growth strategy.
* Work with the Management and Business Development teams to research markets and identify new trends, openings.
* Prepare and be responsible for monthly Sales and Opportunity Pipeline Reporting.
* Develop close client interactions in order to strengthen relationships and to identify new work winning opportunities.
* Develop new relationships and identify opportunities with new clients (a hunting & prospecting mindset).
* Produce a monthly Client Engagement and Sales/Opportunity Pipeline Report.
* Demonstration that a diary of focused client activity leads to an increase in relationships / work winning opportunities.
* Support tender submissions as required.

## **The Person**

## **Qualifications**

* Degree educated (or similar) or qualified by sector experience.

## **Knowledge & Experience**

* Demonstrate the ability to act both strategically and tactically in relation to delivering to a sales target.
* Demonstrate the ability to interact with clients and build successful relationships that open-up new business opportunities.
* Experience and understanding of utilities i.e. Water & Wastewater / Drainage Industry / Power Sector / Facilities & Asset Management / Digital Technology

## **Skills & Personal Qualities**

* Attention to fine detail and overall accuracy in work managed and produced.
* Ability to work to and deliver to sales targets.
* Excellent people skills with the ability to engage and build both internal stakeholder and external customer relationships.
* Confidence and Excellent communication skills.
* Competent level of computer skills - Microsoft office packages including MS Teams & SharePoint.
* Socially engaging and confident attitude in client interactions.

*Ipsum is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, transgender status, religion or belief, marital status, or pregnancy and maternity.*