

## **Water Direct – Vacancy**

### **Sales & Business Development Executive**

**Water Direct Limited**

Victor Building, Unit 19  
Earls Colne Business Park  
Earls Colne, Colchester  
Essex, CO6 2NS

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**Job Title:** Sales & Business Development Executive.

**Job Type:** Primarily office-based sales.

**Location and hours of work:** Earls Colne, CO6 2NS. 08.30 (09:00) to 17.00 (17:30) Monday to Friday.

**Employment Type:** Permanent Full Time

**Salary:** Starting at £26-30k PA

**Job Description:**

Water Direct is seeking a **Sales & Business Development Executive** with a demonstrable track record of selling into B2B & B2C. The successful candidate will be responsible for selling a full suite of complementary products and solutions.

**The successful applicant will be responsible for the following:**

- **Inbound sales:** Receive enquiries, understanding and qualifying customer needs, deliver consultative, solutions-based, and customer-focused sales.
- **Account Management:** Manage jobs through the entire life cycle to ensure smooth delivery and repeat business, through exceptional communication and customer service.
- **Outbound sales:** Researching organisations and individuals within target sectors, identify potential leads, opportunities, and decision makers. Prospecting to establish rapport, introduce and promote our company, services and USPs.
- **Sales Process:** Generating quotes of varying complexity, managing expectations and objections. Keep company CRM up to date with timely actions and progress, managing follow ups, pipeline and targets, closing business on value over price.

**Required Skills:**

- Presentable and friendly, with excellent communication skills.
- Motivated and dedicated and self-starter.
- Strong communication and IT fluency (MS Word, Excel, PowerPoint etc.).
- Enjoy a challenge and creative problem solving.
- Good time management, pragmatic and diligent with excellent attention to detail.
- Strong customer service values and an interest in delivering practical solutions.
- Adaptable to the ever-changing nature of our business.
- Desire to progress a sales career in a dynamic and growing business.
- Experience of technical sales, and/or selling into the construction, manufacturing, or utilities sectors.
- Demonstrable experience of outbound sales/cold calling.

**About Water Direct:**

Water Direct is a leading provider of Alternative and Emergency Drinking Water supplies throughout the UK, supplying not only commercial and private organisations, but also the Water Utilities themselves. We pride ourselves on our industry pedigree, and exceptional level of quality assurance offered with our services.

We provide a specialised water logistics and quality assurance service to many industries, including Construction, Transport, Utility, Education, Energy and more.

*The UK's leading  
alternative and  
emergency water  
supplier*

Registered office: Stanford Bridge Farm,  
Station Road, Pluckley, Ashford, Kent, TN27 0RU  
Registered number: 3806395  
VAT No. 740 6451 47  
Registered in England and Wales