



## Water Direct – Vacancy

### **Sales & Account Management Executive**

**Water Direct Limited**  
Victor Building, Unit 19  
Earls Colne Business Park  
Earls Colne, Colchester  
Essex, CO6 2NS  
*t* 0345 345 1725  
*f* 01787 223 354  
*e* enquiries@water-direct.co.uk  
www.water-direct.co.uk

**Job Title:** Sales & Account Management 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 dynamic individual with experience of sales and customer service, to join our busy and growing (primarily inbound) sales team. You will be a good listener, enjoy finding solutions for customers and delivering first-class service.

Applications are encouraged from individuals with customer service and/or account management experience.

#### **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.
- **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.
- Some experience of technical sales, and/or selling into the construction, transport, manufacturing, or utilities sectors is advantageous but not essential.

#### **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