

## Job Description

### Aqua Cooling Solutions:

Aqua is a leading temperature control solutions provider, with a Head Office in Fareham, Hampshire. The Group consists of the Sales, Hire and Service division. The **Sales** side of our business provides industrial and process cooling systems across a wide range of industry sectors. Products include chillers, cooling towers, adiabatic and air blast coolers, with a focus on energy efficiency and the ability to design completely bespoke solutions. Our Leak Prevention System (LPS) won a Queen's Award for Enterprise: Innovation in 2015 and has proven a game changer for the data centre market. **Aqua Hire** offers customers a comprehensive range of temporary heating and cooling solutions, whether that be an air conditioning or process chiller or a full boiler system. Our **Service** business provides full aftersales support, including preventive maintenance, spare parts and 24/7 emergency breakdown. We have a nationwide network of Sales & Service Engineers and supply equipment and services across the UK and overseas.

The Company has a clearly defined growth plan over the next few years which will offer many employees training and development opportunities. Due to our continued growth we are seeking a highly motivated **Sales Engineer – UK Hire** to join the Aqua Group.

<b>Job Title:</b>	<b>Sales Engineer – UK Hire</b>
<b>Location:</b>	Midlands / North: Leicestershire, West Midlands, Derbyshire, Staffordshire, Cheshire
<b>Role:</b>	<ul style="list-style-type: none"> <li>• Receiving / dealing with incoming enquiries, dealing with emergency calls from businesses who need boiler or chiller hire solutions.</li> <li>• Developing Sales leads and have the ability to highlight and peruse quality sales opportunities</li> <li>• Pricing temperature control proposals to customers</li> <li>• Carry out a full site survey and propose solution for chiller and boiler hire</li> <li>• Focus on business development activity with suppliers. Weekly KPI's will be measured according to our business sales objectives.</li> <li>• Taking time to understanding customer requirements and propose the best solution Aqua can offer</li> </ul>
<b>Desired skills:</b>	<ul style="list-style-type: none"> <li>• Experience in creating Sales proposals and contracts</li> <li>• Professional approach to Sales</li> <li>• Exceptional skills in developing Sales leads and converting them into orders</li> <li>• Relationship management internal and external experience</li> <li>• Proven track record of time management in a sales capacity</li> <li>• Financially aware of sales margin and budgets</li> </ul>

	<ul style="list-style-type: none"> <li>• Strong team player</li> <li>• Good administration skills, manage pipeline on the system so that it is constantly up to date</li> <li>• Manage personal sales information</li> <li>• Determined</li> <li>• Driven</li> <li>• Self-motivated</li> <li>• Committed</li> <li>• Exceptional communication skills, well developed listening skills</li> <li>• Ability to interpret business and client needs</li> </ul>
<b>Essential skills:</b>	<ul style="list-style-type: none"> <li>• 3 years + experience in Air Conditioning, refrigeration, Chiller / Process cooling.</li> <li>• Strong negotiation skills and rapport building skills</li> <li>• Experience in carrying out temperature control site surveys</li> <li>• Self-motivated and team player</li> <li>• Full clean driver's license</li> <li>• Ability to liaise with all levels of employees</li> <li>• Strong communication skills</li> <li>• Competent user of Microsoft Office</li> <li>• Strong Work ethic</li> <li>• Target driven</li> <li>• Excellent problem solving skills</li> </ul>
<b>Benefits:</b>	<ul style="list-style-type: none"> <li>• Competitive Salary (plus bonus incentive plan)</li> <li>• Company Car</li> <li>• Company laptop and mobile phone</li> <li>• The opportunity to join a growing company who will invest in your career development</li> <li>• 25 days holiday + bank holidays</li> <li>• Health care cover</li> <li>• Pension above statutory minimum</li> <li>• Childcare &amp; bike to work salary sacrifice vouchers</li> <li>• Gym membership in Fareham or contribution to a local one for remote workers</li> </ul>
<b>Employment Type</b>	<p>Full-time (37.5 hours a week) Report to UK Sales Hire Manager</p>