

Business Development Executive

Waterwhelm provides world-leading solutions for water re-use and desalination



Overview

Waterwhelm is currently recruiting for a Business Development Executive position to join our growing team in Edinburgh, UK on a permanent staff basis. This is an opportunity to join a dynamic and small but evolving team in the delivery of water treatment, desalination and hydrogen projects. Our technology achieves the world's lowest-ever rate of electricity consumption for water re-use and desalination.

The Role

The successful candidate will act as Business Development Executive and have responsibility for the commercial development of the company by building and developing business relationships with clients and partners. The Business Development Executive would enjoy developing a pipeline of commercial opportunities, developing commercial models, reviewing commercial documentation, proposals and contracts whilst supporting negotiation of commercial arrangements. We are looking for an individual with the drive and commitment to make a genuine difference to our performance on projects across pilot plant operations to full-scale commercial units, to ensure that Waterwhelm continues to offer the most sustainable and efficient water re-use and desalination technology. Applicants with strong technical and practical skills and relevant experience are welcome. At least 5 years of previous experience in an operational role will be required.

Duties and Responsibilities

As Business Development Executive, you are expected to have excellent knowledge in sales, securing contracts and driving commercial growth.

- Contribute to maintaining and developing relationships with existing and new commercial clients
- Develop a sales pipeline for different applications of the technology
- Help define and validate strategic commercial aims with a view to drive commercial growth

- Work towards company commercial targets within defined timescales and seek support from management or advisors where required
- Collaborate with the Commercial Director to develop and execute commercial strategies to meet company goals and accelerate growth
- Report to Commercial Director and produce market research updates on a regular basis
- Produce detailed business plans and financial projections based on commercial opportunities
- Undertake methodical market research to identify emerging trends, customer needs, and commercial opportunities
- Contribute where necessary to the review of commercial contracts and documents
- Prepare sales and marketing materials as required
- Participate in internal and external meetings and discussions as required

Skills / Qualifications

- Proven relevant track-record in sales and business development
- Minimum of 5 years' experience in a commercial client-facing position
- Demonstrated success in establishing and maintaining business relationships with clients
- Strong understanding of sales pipeline development and market research
- Ability to develop and execute effective business development strategies
- Excellent communication and negotiation skills
- A self-motivated, proactive individual with high achievement drive and initiative
- Flexibility to comply with organisational dynamics and adaptable to operational changes

To apply, please email your CV to careers@waterwhelm.com