

Want to work on the technology underpinning the water supply systems of the future?

You've come to the right place.

## SALES ENGINEER

### ABOUT **INFLOWMATIX**

Inflowmatix ( [www.inflowmatix.com](http://www.inflowmatix.com) ) is committed to helping water network operators control pressures and optimise their services including resilience, asset management, leakage and water quality in order to keep their customers supplied. By mapping where the customer's network is most at risk and exposing dynamic pressure variability, Inflowmatix can provide a narrative on network behaviour alongside the implementation of pressure control strategies. We are currently engaging with various UK and European customers and need to strengthen our commercial activity across the globe to take us to the next stage of growth.

### ABOUT **THE ROLE**

We are looking for a highly talented business to business Sales Engineer ideally with experience in the water industry. This full-time position could be office-based (in Southampton, UK) or remote working in the UK given the nature of travel to meet with customers You will play a critically important role in the commercial growth of existing and new product lines. This will require a proactive and coordinated approach to engaging with sales opportunities primarily in the UK.

Key skills:

- Full of energy and enthusiasm, a winning mentality but with an inherent ability to secure a complex technical sale.
- Sid has spent several years honing his skills and is now ready to move to a new and exciting opportunity in the water industry.
- He is well respected by customers and adept at representing their needs back into the business. He's also persistent but methodical and knows how to close deals. Sid is also familiar with using process based selling tools such as Miller Heiman or similar.
- As a valued member of the team he works well with his colleagues and strives to keep things joined up.

At Inflowmatix Sid will focus primarily on the UK market reporting into the Head of Sales. His aim will be to expand relationships with multiple utilities and suppliers to the UK industry and build a broad customer base.

### APPLICATION **PROCESS**

If you're interested in this exciting new opportunity, please email us at [careers@inflowmatix.com](mailto:careers@inflowmatix.com) and tell us why you believe this is the role for you. The first stage of the recruitment process will be a phone conversation with the COO (Robin Bell) and if this goes well we'll ask you visit Southampton and meet with the Inflowmatix team.