**RIW Technical Advisor (London)**

**Technical Advisor Job Purpose:**

As a key part of the External Sales Team, you will be responsible for building a pipeline of sales through targeting, chasing and securing good quality waterproofing specifications with your target Architect, Structural Engineer and Developer contacts in your sales territory.

**Technical Advisor Job Duties:**

* Build a pipeline of sales for the territory by generating specifications - 50% of business through new customers, 50% of business through existing customers
* Generating RIW specifications in London (postcodes tbc) through face to face meetings with Architects, Structural Engineers and Developers.
* Identifying and targeting key specifiers / decision makers in the territory using Glenigan and other sales leads services
* Planning and preparing full and productive days in the field
* Providing key specifiers with technically sound advice on structural waterproofing solutions
* Undertaking technical seminars to promote RIW product range & services
* Presenting a highly professional company and personal image to the customer at all times
* Achieving agreed monthly key performance targets, as briefly outlined below

**Measurement of key performance targets:**

The performance of the successful candidate will be measured against agreed key performance targets including;

* Generation of at least four new RIW specifications per week
* Full and productive days (target 14 productive meetings per week in the field)
* Quality and sales value of the new RIW specifications
* Prioritisation and effective use of leads
* Planning and preparation and effectiveness of territory management

**Candidate Profile**

* The ideal candidate will be able to demonstrate they have experience selling technically biased proposals to technically minded people
* The ability to clearly articulate technical proposals to Architects, Structural Engineers or Developers
* Tenacious and self-motivated approach to appointment booking with key decision makers
* Confident in front of technically minded and competent customers
* Organised approach to territory planning and administration
* A desire to want to be the ‘Technical Expert’

**Salary**

* Negotiable.

**Benefits**

RIW Limited will provide the successful candidate with any items deemed necessary to assist in fulfilling the role as an RIW Technical Advisor, including;

* Fully financed company car
* Mobile phone
* Laptop
* Reasonable expenses

Other benefits include;

* 20 days annual leave
* Profit related bonus scheme
* Non-contributory company pension scheme
* Life assurance scheme