

Job Title:	Sales & Key Account Development
Location:	Aberdeen with the requirement to visit other client / company locations
Responsible To:	Group Sales Director
Direct Reports:	N/A
Review Date and Rev No	May 2026

<p>Purpose of Job:</p>	<p>To lead revenue growth initiatives by developing strategic customer relationships, expanding key accounts and securing new business opportunities.</p> <p>To deliver sustained growth by Hunting, identifying and converting high value opportunities, both within existing key accounts and through new business development.</p> <p>Promote Hydrasun' s broad product range and integrated solutions to achieve and exceed agreed sales and profit targets.</p> <p>To proactively manage and develop allocated accounts and maximise revenue opportunities, while building and developing strong relationships with both existing and new potential clients.</p>
<p>Key Areas of Responsibility:</p>	<p>Sales & Business Development (Primary Focus)</p> <ul style="list-style-type: none"> • Drive revenue growth by hunting, identifying and targeting high value sales opportunities. • Responsible for implementing the relevant Hydrasun defined process as required for identified customers and high value or Key Strategic opportunities. • Ownership of Planning and approach required for targeting and conversion of high value opportunities. Leading / driving and securing involvement of wider Hydrasun team required to maximise any opportunity. • Develop new customers for Hydrasun product and service channels. • Develop both existing and new customers across a wider range of geographical sites and market sectors. • Identify new opportunities for the expansion of the Hydrasun product and service offering, support the development of these and secure new business with customer base. • Accountable for the maintenance of the Hydrasun CRM database for key Account customers, High value opportunities, and contact information. <p>Sales & Account Management – Key Account Development</p> <ul style="list-style-type: none"> • Accountable for achieving and exceeding agreed sales and profit performance targets on an on-going basis for customer base. • Responsible for implementing Hydrasun 's account management approach across key customers, ensuring effective relationship development while proactively driving, executing targeted growth plans.

	<ul style="list-style-type: none"> Responsible for developing and maintaining an appropriate Opportunities Pipeline and meeting defined Key Performance Indicators in terms of Pipeline Value and Order Book Value for customer group or as otherwise defined by management. Responsible for identifying and understanding specific customer requirements, focusing on specific opportunities and promoting the company's broader products and service differentiators and added value benefits. Support the development and preparation of specific Proposals for key customers to secure sales across a broader range of the existing Hydrasun product and service portfolio. Support the tendering process to customers Be proactive in the management and development of Customer Contracts. Work closely with other Hydrasun Sales Channels / Customer Service departments to ensure customer expectations and requirements are understood and met on an ongoing basis. Prepare and submit business cases to Senior Management in line with identified opportunities that require Hydrasun investment As required, support engagement with third party suppliers to support the above and to assist in executing new business opportunities. <p>Competitors/Suppliers</p> <ul style="list-style-type: none"> Understand our competitors' market offering and their activities. Understand our key supplier relationships. Liase with Hydrasun Customer Service to ensure understanding of client requirements, timescales and deliverables. <p>Continuous Improvement/Personal Development</p> <ul style="list-style-type: none"> To be responsible for knowing and understanding the department targets and objectives and achieving personal objectives. Take an active part in any departmental Competence and Training Programmes. To attend formal meetings/Sales Seminars when requested, often in your own time 	
Interfaces (Internal/External):	<ol style="list-style-type: none"> Customers UK and International Hydrasun business units / sales channels Suppliers, External Contractors, Professional Advisors Purchasing, Internal Sales/Customer Services, Stores, Stock Control, QA, IT, Accounts, Dispatch/Drivers and Workshop Departments, Aviemore Factory, Engineering and HR 	
Qualifications:	Essential	Desirable
Experience Required:	Essential	Desirable
	<ul style="list-style-type: none"> Clear, demonstrable experience in Sales / Key Account Development / Account Management / Business Development role 	<ul style="list-style-type: none"> Technical and Commercial Product Knowledge throughout the Hydrasun product range. Experience in O&G, Industrial, Defence & Marine and Clean Energy
Skills/Training Competences:	Essential	Desirable
	<ul style="list-style-type: none"> Highly effective "Hunting" skills within an Account Management and Business Development environment. Demonstrable track record in achieving and exceeding sales targets on an ongoing basis. Experience of Account Management 	<ul style="list-style-type: none"> A good working knowledge of Hydrasun products. Track record of dealing Operators / EPC Companies / Service Companies

	<p>and Business Development techniques and practices.</p> <ul style="list-style-type: none">• High Levels of commercial awareness.• Experience of working within the Energy Industries.• Experience of selling added value services.• Good written / verbal communication and presentation skills.• Ability to work under pressure and to tight deadlines.• Team Player.• Computer Literate.	
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Please note that you may be requested to undertake other duties from time to time and it is possible that your duties may change over time. You will be expected to co-operate with all reasonable requests. If the changes are deemed to be longer term then this job description will be revised.

Signature of Job Holder: _____
Name in Capitals ()

Date: _____

Signature of Manager: _____
Name in Capitals ()

Date: _____