

# BOSAQ I Water Experts – Sales lead consultant

## Sales Lead Consultant

As a Sales Lead Consultant, you are skilled at analysing customer needs and preparing detailed technical quotations. You work closely with various internal teams and external suppliers to meet customer requirements.

**In your role as Sales Lead Consultant, you will bridge the gap between the customer's wishes, the technical implementation, and the budget. To achieve this, you:**

- Take the initiative in creating a **lasting customer relationship** and actively contribute to business development through your role in the sales team.
- Help build BOSAQ's growth by actively **seeking out new opportunities**.
- **Identify the customer's needs and wishes** and investigate what is required from a technical point of view to meet them.
- **Bring all internal disciplines together** to arrive at a detailed proposal. Consult with project managers, the design team and, where necessary, subcontractors. You are responsible for the budgeting and economic feasibility of the projects.
- Present the proposal to the customer and ensure that everything is clear in detail. You will **support the customer in their decision-making process** and be responsible for the formalities surrounding the signing of the contract.
- Gain insights into the **customer's decision-making unit** and involve stakeholders where necessary.
- Are in close contact with all stakeholders: the Business Developer, the customer, the internal team and subcontractors.

## Skills

The perfect Sales Lead Consultant:

- Holds a **degree in engineering** and has approximately 3+ years of experience in the water or wastewater sector.
- Combines an interest in complex engineering projects with commercial insight, integrity and excellent communication skills.
- Has good **conceptual insight**.
- Demonstrates proactivity, initiative, precision and the drive to deliver **high-quality proposals**.
- Is fluent in both **Dutch and English**.
- Is open to travelling for work, where needed.

## Attitude

- Enthusiastic and solution-oriented, with a proactive mindset and a structured approach.
- Confident and communicative: comfortable explaining proposals to the customer from A to Z.

- Team-oriented, collaborative and possessing coaching skills.
- Results- and quality-oriented.
- A true translator: able to bridge the gap between technical specifications and the customer's perception.

## You will feel like a fish in our water if...

- You like honest, straightforward, and to-the-point communication in **Dutch and English** (open feedback make us all better)
- Integrity is one of your key values
- A 'work hard-play hard' culture in a pleasant and dynamic start-up drives you
- You are **socially engaged** and you believe in the power of 'business as a force for good'
- You don't take yourself too seriously

## You'll love us for

- **Changing the world** for the better and giving you the chance to be a part of it
- **Investing** in you: we believe talent like yours needs to be fostered and watered regularly for it to grow
- Providing you with opportunities: our company is growing and so will you
- An **attractive and creative remuneration package** for a job with impact
- A flexible schedule in place and time: you **schedule your work as it fits you**, to be at your best

<https://bosaq.com/>