

BOSAQ | 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/>