

## Business Developer

- **World Leader in Water Solutions**
- **Global Company**
- **Attractive Benefits**

Veolia Water Solutions & Technologies, a division of Veolia Water and Veolia Environment, is the world leader in water treatment, with 6,100 employees through 120 business units. We are the leader in engineering, design, project management and execution of construction projects for turnkey facilities and water treatment plants.

Present in Australia for over 70 years, we are the leader in Design and Build of water and wastewater treatment plants. Our unique portfolio of differentiating technologies includes drinking water, industrial process water, and wastewater. We provide Design and Build capabilities, Engineered Systems, Equipment Supply, Leasing of Mobile Plants and Services, focusing on reuse and desalination. Our approach for delivering innovative water solutions makes us the partner of choice for municipal and industrial customers.

We are seeking a highly motivated and energetic Business Developer to join our South Western Regional team based at Derrimut, Melbourne,. This position is responsible for:

- Identifying the prospects in nominated industries for ESI /Standard Plant/Service
- Contacting the prospects and building pipeline for the business
- Developing quotations for the sale of Engineered Systems and Standard Plant and Equipment to customers
- Managing the overall enquiry development process for Engineered Systems /Standard Plant equipment from inception to completion
- Maintaining a customer/prospects data base and keep it up to date

The ideal candidate meets the following criteria:

- Engineering degree or equivalent
- Water and Waste Water Training and/or process engineering aptitude
- Knowledge and understanding of process and technical roles
- Proven sales / business development record
- Experience in selling technical products and process concepts to industrial customers and/or municipal customers and/or consultants.

You are also highly focused, a good team player with skills in networking. Strong verbal and written communication skills are also essential.

Interstate travel to develop business will be involved.

At Veolia Water Solutions & Technologies we aim to recruit, develop and retain employees, and have built a unique culture and working environment based on our corporate values. We encourage every employee to take an active role in their career and learning development and offer competitive, flexible remuneration packages, flexible start / finish times and an achievable company wide incentive scheme.

The successful candidate will be required to complete a pre-employment medical check

Please submit applications to [careers@veoliawater.com](mailto:careers@veoliawater.com).

We are an equal opportunity employer.