

## Sales and Marketing Professional

<b>WaterGasRenew Pty Ltd (WGR)</b> Company specialising in the utilisation and management of industrial waste gas (including treatment and conditioning, flaring, electricity generation and LNG production).	
Experience	High Level – Sales / Business Development Role
Location	Newcastle (preferred)
Reporting to	CEO WGR
Purpose of the position	Development of new business opportunities, building client relationships, creating company brand and market exposure
Key responsibilities	<ul style="list-style-type: none"> <li>▪ Develop a sound understanding of WGR business model</li> <li>▪ Develop a sound understanding of the product(s) and applications</li> <li>▪ Identify potential markets and customers</li> <li>▪ Engage clients and develop opportunities in consultation with the CEO</li> <li>▪ Identify and develop marketing opportunities</li> <li>▪ Create and built relevant industry community and networks</li> <li>▪ Identify possible industry and government incentives and grants</li> <li>▪ Procure sales in line with growth forecasts for 2020</li> <li>▪ Tender and proposal preparation and submission</li> </ul>
Required Qualifications (essential)	Technical background preferably in mechanical / environmental engineering Experience in technical sales and marketing in one of the following fields, (landfill & waste management, biogas Industry)
Preferred qualifications	Environmental engineering basic understanding of waste gas processes
Required experience (essential)	5 – 10 years in a technical sales and marketing role or business development with a demonstrated track record in sales and building a client base

Preferred experience	Tender and proposal preparation and submission Gas extraction & treatment, emissions monitoring and measurement systems Gas fired power stations, or manufacturing industries such as (paper, timber, plastics, steel making, foods)
Key benefits to the candidate	Chance to be part of building a young business scaling up in a fast moving and exciting growth industry
This person would have held positions with titles such as	Sales and Market Manager industrial products Technical sales and Marketing Manager Business Development Manager Product Development Manager
Key words	Industrial gas extraction and installation Industrial gas monitoring and measurement Growing client base Developing brand and market exposure Developing tailored gas emissions solutions
Hiring timeframe	I am ready to hire now
Approximate salary range	circa 150 - 160K inclusive of performance incentives
Applications to	<a href="mailto:info@watergasrenew.com.au">info@watergasrenew.com.au</a>