



**JOB & PERSON SPECIFICATION**

**JANUARY 2010**



## JOB SPECIFICATION

*You will offer a strong combination of technical, marketing, sales and relationship skills. You will be motivated by the opportunity to exercise technical expertise while broadening your skills in business management and business marketing activities as you grow and manage a product portfolio in a region that offers high potential. You will value exposure to the systems, support and resource expertise available through a successful national company.*

### **Purpose**

The Water Solutions Product Manager will be responsible for the overall business performance in South Australia of the specialised water solutions products portfolio encompassing products in areas of stormwater and rainwater management.

Combining technical and business development skills, the Water Solutions Product Manager will expand the company's customer base, raise market awareness and increase sales of this efficient product range in the region to ensure the financial growth objectives of the Water Solutions business in SA are met.

### **Responsibilities**

The Water Solutions Product Manager will be responsible for :-

- the proactive marketing and the promotion of sound technical outcomes to engineering & environmental consultants to State & Local Government regulators with a view to achieving specifications for products on projects that are readily met by the company's Water Solutions capability;
- through relevant bodies and forums, participate in the development of regulatory policy and direction on stormwater management, water quality and water resource management;
- participate in national marketing and national strategic planning activities;
- participate in R&D activities associated with product development and innovation;
- working in association with project consultants to ensure water quality and water management outcomes consistent with regulatory standards and client specifications;
- keeping active participation in the wider water management industry through industry activities and attendances (as through the Australian Water Association and Stormwater Industry Association).



## PERSON SPECIFICATION

### Qualifications Skills, Attributes, Experience

It is preferable that you have a Degree in Civil or Environmental Engineering. Alternatively, you may be someone with substantial experience in a related business development/marketing role with demonstrated competence and aptitude of the relevant engineering principles. (In this regard, an Engineering Certificate or Diploma may suffice.)

- understand technical, scientific and engineering aspects for stormwater, water quality management, hydrology and water resource management;
- previous experience in relevant field of industry i.e. stormwater and water management;
- previous work applying water quality monitoring, fluid mechanics and numeric modelling to product applications;
- record of business development and marketing success;
- effective customer relationship and customer management skills;
- capable of delivering high impact presentations with confidence;
- effective communication skills;
- proven capacity for autonomous management consistent with broad strategic objectives.



## HOW TO APPLY

Applications should be forwarded to Andrew Sullivan by e-mail [11111@hender.com.au](mailto:11111@hender.com.au)

Telephone enquiries are welcome on (08) 8100 8865. Applications close Monday 8 February 2010.

### **Please Note**

Your application will be automatically acknowledged by a return e-mail.