

Technical Sales Executive - Water Hygiene

Are you seeking a new role in the testing, inspection and certification sector?

Dantek is growing, and we're looking for a motivated and ambitious Sales Executive to join our sales team. This is an opportunity to build long-term career progression within the specialist, statutory compliance sector.

We protect buildings and the people within them by delivering expert water hygiene and legionella compliance services. We are looking for someone with previous B2B sales experience, and we'll provide you with full technical training in our services.

This role is ideal for someone competitive, organised, decisive, pro-active and has the confidence to bring their knowledge and ideas to grow the business.

You will be the first point of contact for new business enquiries, so a friendly, welcoming, and professional approach is important to ensure that we give the right first impression and respond to every enquiry quickly.

What you'll be doing:

- Preparing and following up detailed technical quotes
- Responding to inbound sales enquiries
- Lead generation and securing new business
- Contract renewals and cross selling to existing customers
- Achieving monthly quote and revenue targets
- Delivering an excellent customer experience at every stage
- Learning about legionella compliance and water hygiene

About You:

- Experience in B2B sales and detailed quote preparation
- Successfully use LinkedIn/digital marketing to promote brand and lead generation
- Confidence to pick up the phone and talk to customers
- Works Independently with the discipline to complete tasks and resolve problems
- Eager to convert quotes by building customer relationships
- Disciplined in following processes and keeping customer records up to date

What we are looking for:

- Entrepreneurial spirit with talent, enthusiasm, and energy
- Strong verbal and written communication skills
- Highly organised with good attention to detail
- Proactive and will show initiative to achieve sales targets
- Confident using Microsoft 365
- Degree or equivalent an advantage but not essential

Core values

You must enjoy being an active member of a team, with a will-do attitude towards getting work done and be someone who understands the value of trust and reputation. You must also genuinely have an interest and curiosity to learn about water hygiene and becoming a specialist in legionella control.

Package & Benefits

- Structured training and ongoing development
- Incentive scheme
- 28 days annual leave including bank holidays increasing with service
- Full statutory entitlements
- Hours - Monday to Friday 8.30 to 5pm 37.5 hours per week
- Full and on-going technical training provided

About Dantek

Dantek is a forward-thinking, owner-managed business operating in the essential field of water hygiene and legionella compliance. We combine technical expertise with strong client relationships to deliver long-term value.

We foster a supportive but performance-driven culture — where collaboration matters, results are recognised, and individuals are trusted to take ownership. As we continue to grow, we're looking for people who want to grow with us.

Selection Process

Applicants will receive an application form and assessment. Successful applicants will be contacted for a first interview via video, followed by a second interview at our office for shortlisted candidates.

If you're looking for a fulfilling sales career in water hygiene with a supportive and forward-thinking team, apply today!

For more information, please visit our careers page: www.dantek.co.uk/careers