

Career at Viega.

SALES CONSULTANT NORTHERN ENGLAND



As a driver of innovation, Viega is one of the most important technology leaders in the heating and plumbing industry. We develop intelligent systems and integrated digital solutions. Quality is incorporated into everything we do. We believe that this is about much more than supplying pipelines. We turn spaces into living rooms: More comfortable. More intelligent. More secure. More sustainable.

To strengthen our sales team, we are looking for a **Sales Consultant / Representative (all genders) for the Northern England regions** who enjoys working closely with installers, wholesalers, and project partners, combining technical expertise with relationship building and business development.

Your tasks

- Building long-term relationships with wholesalers, installers and key partners in your region
- Supporting counter sales activities at wholesale branches through product promotion and technical guidance
- Following construction projects from bidding through execution and identifying new business opportunities
- Providing technical support to bidding and awarded contractors, helping them prepare competitive and cost-effective solutions using our products
- Delivering product presentations, technical advisory services and participating in exhibitions and customer events
- Providing on-site technical assistance whenever required
- Expanding the customer base by developing new business relationships and supporting sustainable sales growth

Your profile

- Technical and/or commercial education, preferably in building services, construction or a related field
- Experience in technical sales, preferably within HVAC, plumbing, heating or construction
- Interest in project sales and consultative selling
- Strong communication and presentation skills
- Proficient in CRM systems, in particular Salesforce, with a confident command of tools for managing customer relationships
- Customer-oriented with the ability to build trusted long-term relationships
- Self-driven, organised, and comfortable working independently in the field
- Commercial mindset combined with technical curiosity
- Residence within the assigned sales territory (Preferable)

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