

Job Description

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| Job Title | AD Technical Sales Engineer |
| Department | Commercial Team |
| Reports to | Head of Sales/CCO |
| Responsible for | N/A |

Job Purpose

The AD Technical Sales Engineer plays a crucial role in integrating Bennamann's system components into anaerobic digestion (AD) sites, ensuring alignment with the company's technical, commercial, and operational objectives. Acting as the technical link between sales, engineering, and project delivery, they oversee the specification & seamless integration of Bennamann's product family within the existing AD market.

Working closely with internal teams and stakeholders, the AD Technical Sales Engineer assesses the technical and practical feasibility of prospective sites, conducting early-stage evaluations and engaging with potential customers from a technical perspective. They author and maintain key technical documentation, supporting the development of robust project specifications, cost estimates & business cases.

Throughout the project lifecycle, the AD Technical Sales Engineer provides hands-on support to ensure sites are realised as intended, addressing technical challenges, verifying compliance with industry standards, and optimising project outcomes. Their expertise contributes to the successful delivery of viable projects and supports the development of future opportunities.

Duties and responsibilities

Principle responsibilities

Operational:

- Following initial visits from Sales team and as programmed within the sales process, to conduct site appraisals for potential customer sites, assessing key integration considerations, installation feasibility, and operational risks.
- Responsible for ensuring all technical considerations are identified, documented, and effectively communicated across internal teams and stakeholders to support seamless project execution.
- Provide technical information to the sales & project delivery teams, assist in the development of cost estimates & support the preparation of accurate quotations ensuring alignment with customer requirements.

- Liaise and coordinates with AD site operators to support the deployment and integration of Bennamann Gas Processing products and provides oversight to ensure adherence to agreed scope during installation/commissioning phase
- Support the creation and delivery of Bennamann-specific training programmes, both internally and externally, covering the AD industry and Bennamann specific equipment.
- Act as the Bennamann system expert during site visits, offering technical oversight and providing justification for approval of customers through the Bennamann governance system.
- Offer expert guidance on testing and diagnostics of operational sites, identifying improvements to enhance gas capture rates and quality.
- Develop and maintain operational and commercial documentation to support the successful delivery of commercial deployments.
- Ensure adherence to company procedures and compliance with ISO standards.
- Collaborate with the Bennamann Product Development team to drive innovation and improvements in the AD sector.
- Lead the technical review of site feasibility, ensuring all considerations are thoroughly assessed and documented during the appraisal stage.
- Represent Bennamann professionally during site visits, demonstrating the company's core values in all interactions.
- When on site, lead teams to ensure tasks are executed safely & efficiently.

Peer group / cross team liaison:

- Maintain a comprehensive understanding of both commercial and operational aspects of current and upcoming projects, ensuring awareness of key milestones and challenges.
- Foster collaboration between engineering, sales, and product management teams to ensure the alignment of specified solutions with Bennamann's strategic goals and customer requirements.
- Actively contribute to cross-functional discussions to promote a shared understanding of project objectives and ensure consistent communication and problem solving across teams.
- Align schedules for site visits and technical document authoring between the sales and programme functions, ensuring effective prioritisation of workload.

Reporting and communication:

- Ensure all key documentation and CRM platforms associated with site visits are maintained, including information to be shared with others in the team
- Provide regular updates to the relevant customer owners, project managers, and technical departments, promptly raising any issues or concerns that may impact the project.
- Maintain clear boundaries between technical and commercial roles, ensuring that customer relationships are managed by the appropriate commercial or operational team members within Bennamann.
- Submit detailed technical reports following site visits, ensuring alignment with timelines agreed upon with the project manager and relevant stakeholders.

Teamwork

- It is essential to align with Bennamann’s values, fostering a collaborative and supportive working environment, communicating and working closely with all in the commercial team as well as the PMO and Engineers

H&S

- Implement risk assessment and mitigation strategies across projects and work packages, prioritising safety at every stage.
- Ensure that risks are identified, documented, and escalated through the appropriate channels in a timely manner.
- Share expertise on AD plants and processes with the team, promoting knowledge sharing and upskilling others.
- Provide technical guidance within projects to ensure tasks are carried out safely, effectively, and in compliance with health and safety standards.

Role Competencies

| Module / Skill or Training | Relevant Qualifications or experience |
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| Conceptual Thinking | Understand how own tasks relate to the wider framework. Relates different pieces of information and recognizes trends. Ability to establish a problem statement and determine appropriate actions and activities to remedy. |
| Innovativeness | Produces novel ideas to modify and improve procedures. Tries different and original ways to deal with organizational problems and opportunities. Generates alternatives and assesses their validity before settling on a solution, whilst ensuring stakeholder alignment |
| Ability to Learn | Quickly understands what new tasks/jobs are required. Easily learns unique job-related vocabulary and actively explores opportunities to develop their own understanding. Quickly understands and uses processes, technologies and ideas that are continually being updated. |
| Adaptability | Pursues policies and procedures consistent with local norms and values. Adopts means of communication and interaction that suit different cultures and stakeholder groups. Deals effectively with people from a variety of backgrounds Behaves consistently with local norms and values. Adapts their approach based upon the demands of the tasks. |

Person Specification

| ATTRIBUTES | ESSENTIAL (must have these skills or experience) | DESIRABLE (prepared to train or develop in these areas) |
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| <p>Relevant Experience Work and non-related work experience relevant to the job and organisation</p> | <p>Technical/Operational</p> <ul style="list-style-type: none"> • Proven operational experience working with Anaerobic Digestion (AD) systems and processes. • Strong understanding of AD processes, the UK market, and key industry players and stakeholders. • In-depth knowledge of the regulatory environment governing the AD industry in the UK. <p>Experience in:</p> <ul style="list-style-type: none"> • Holistic site design, considering all technical and operational aspects. • Technical authoring, producing clear and detailed documentation. • Costing of AD systems to support business case development and project justification. • Producing and reviewing technical drawings and specifications. • Managing cross-functional teams and facilitating effective communication both upwards and downwards. | <ul style="list-style-type: none"> • Experience in sizing, designing, and delivering AD systems, with a strong understanding of system specifications and requirements. • Installation / commissioning experience • Knowledge or experience of the AD regulatory framework in regions outside of the UK, including Europe, the Americas, and Oceania. |
| <p>Education/ Training Specific qualifications and or training</p> | <p>Engineering degree or Diploma</p> | <p>WAMITAB SMSTS</p> |

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| <p>Qualities, knowledge & skills Personal skills, qualities, behavior, most of these will be essential as many of these cannot be trained</p> | <p>An empathy and affinity with the Bennamann company values:</p> <ul style="list-style-type: none"> • Safety • Curiosity • Integrity • Passion • Respect <p>and traits: Humility, Empathy, Creativity, Innovation, Open Minds, Transparency</p> <p>In addition:</p> <ul style="list-style-type: none"> • Follows procedures to ensure compliance with company ISO standards. • Adheres to process and policy, including PPE and uniform. • Presentable, with the ability to be a positive representative for Bennamann in relationships with customers and suppliers, ranging from farmers to councillors and scientists | |
| <p>Additional factors Working conditions/hours, ability to drive, any special working conditions</p> | <p>Must hold full UK driver's license. Some travel to sites required.</p> | |