

## **Business Development Manager - Wastewater**

SUEZ Digital Solutions is expanding its footprint in the wastewater sector, building on early success with satellite services and Aquadvanced technologies. We're seeking a dynamic and commercially astute Business Development Manager to accelerate growth in this space. This role will support and collaborate with our existing clean water lead, helping to position SUEZ as a trusted provider of digital solutions that reduce pollution, optimise asset performance, and deliver regulatory compliance.

We recognise our employees are our most important and greatest asset, and we understand that we could not accomplish what we do every day without our valued team.

We offer a salary of £50,000 - £70,000 dependent on experience + up to 44% annual bonus, company car, 1% benefit allowance, pension, 36 days annual leave including bank holidays - rising to 38 days after 3 years of service, enhanced parental leaves, life assurance, salary sacrifice schemes and more.

### **What will I be doing?**

- Develop and execute strategic sales plans to grow our wastewater client base across UK utilities
- Convert existing opportunities into successful pilots, and account management of current business.
- Promote digital solutions, including Aquadvanced Urban Drainage, Aquadvanced Plant, Aquadvanced Waterways.
- Promote physical solutions such as Sewer Ball.
- Build compelling business cases for clients, demonstrating cost savings and performance improvements.
- Collaborate with internal teams to align technical capabilities with market needs.
- Represent SUEZ at industry events, conferences, and client meetings to build brand credibility.
- Monitor market trends, regulatory changes, and competitor activity to inform strategy.

This is a full-time, hybrid working role – home working with travel required to client sites across the UK and Ireland as well as occasional international travel.

### **What are the requirements?**

- Proven experience in business development, ideally within the water or environmental technology sectors.
- Strong understanding of wastewater operations and challenges, or a willingness to rapidly learn.
- Excellent communication and presentation skills, with the ability to tailor messages to technical and commercial audiences.
- Strategic thinker with a pragmatic approach to problem-solving and deal-making.
- Comfortable working in a conservative sector, with the patience and persistence to build trust.
- Willingness to travel across the UK and Ireland to engage with clients and stakeholders.

- Water (wastewater) company background or wastewater contractor, or sales experience in wastewater market
- Knowledge of wastewater networks and management of sewers/CSO
- Knowledge of WWT operations – Running of and day to day operations of treatment works
- Training in water hygiene
- SCADA/ Software knowledge

### **Who we are**

SUEZ is a major player in environmental services. For almost 160 years, SUEZ has supported local communities and industrial companies in the management of essential services such as water, waste, and air quality. As such, SUEZ produces drinking water for 66 million people worldwide, recovers 2 million tons of secondary raw materials per year, and generates 3.1 TWh of renewable energy from waste.

SUEZ Digital Solutions, a SUEZ subsidiary, is committed to improve the environmental and economic performance of water & waste industries by leveraging the expertise of SUEZ Group through data analytics and AI. The 700+ experts of SUEZ Digital Solutions design, develop, deploy smart water, and smart waste solutions worldwide.