Client Solutions Director



**The Company**

Gentrack provides leading utilities across the world with innovative cleantech solutions. The global pace of change is accelerating, and utilities need to rebuild for a more sustainable future. Working with some of the world’s biggest energy and water companies, as well as innovative challenger brands, we are helping companies reshape what it means to be a utilities business. We are driven by our passion to create positive impact. That is why utilities rely on us to drive innovation, deliver great customer experiences, and secure profits. Together, we are renewing utilities.

**Our Values and Culture**

Colleagues at Gentrack are one big team, working together to drive efficiency in two of the planet’s most precious resources, energy, and water. We are passionate people who want to drive change through technology and believe in making a difference. Our values drive decisions and how we interact and communicate with customers, partners, shareholders, and each other. Our core values are:

* Respect for the planet
* Respect for our customers and
* Respect for each other

Gentrackers are a group of smart thinkers and dedicated doers. We are a diverse team who love our work and the people we work with and who collaborate and inspire each other to deliver creative solutions that make our customers successful. We are a team that shares knowledge, asks questions, raises the bar, and are expert advisers. At Gentrack we care about doing honest business that is good for not just customers but families, communities, and ultimately the planet. Gentrackers continuously look for a better way and drive quality into everything they do.

This is a truly exciting time to join Gentrack with a clear growth strategy and a world class leadership team working to fulfil Gentrack’s global aspirations by having the most talented people, an inspiring culture, and a technology first, people centric business.

In line with our values, we encourage all our people to:

* Support initiatives run by the GSTF and demonstrate our company values by providing a clear commitment to environmental and social responsibility.
* Contribute through identifying/proposing local sustainable practices and ideas in accordance with our Sustainability Charter.
* Utilise our sustainability app by taking part in challenges and improving behaviours to be more sustainable.

**The Opportunity**

You are responsible for scoping, defining and presenting solutions to new and existing customers throughout the EMEA region.

The Client Solutions Director will work alongside the Sales Directors to lead and develop the execution strategies required to win deals. Impacting business direction by negotiating and influencing the opinions of others including senior leaders, across Gentrack and in external organisations. This will be achieved by applying your analytical mindset and judgement to respond to customers business problem statements / requirements and having a good technical understanding of Gentrack’s entire product suite to clearly articulate their respective features and benefits as part of the overall solution.

Your success is measured alongside the Sales Directors for the overall conversion of prospects into customers. The people you work with trust you and your ability to deliver solutions articulated through clean and clear presentations.

**The Specifics**

**Operationally:**

* Be trained and skilled on G2
* Be able to articulate and “Demo” the product capabilities and functionality of the Gentrack solution.
* To attend meetings with potential & existing clients to determine technical and business requirements and ensuring that all necessary information is collated prior to producing a solution.

• Obtain and maintain strong knowledge of Gentrack’s product portfolio.

• Ability to answer technical questions concerning AWS cloud and micro services architecture.

• Interface with the implementation / project team, articulating customer requirement, to ensure smooth transition from Sale to Delivery

• Where needed to be able to run a bid team utilising Gentrack’s matrix management methodology

• To structure and produce compelling sales proposals/commercial and technical documentation outlining the business benefits to clients of using Gentrack’s proposition,

• Be able to deliver a superb demo and technical pitch to prospective customers, from IT technicians and business users to c-level executives attending meetings such as specific demo’s, workshops, conferences, and events

• Be a Trusted partner to our customers:

• Understand their business challenges and data/analytics, strategies and identify the best solution for them, and support them to achieve their business goals.

**What we’re looking for** (you don’t need to be a guru at all, we’re looking forward to coaching and collaborating with you):

**What we offer in return:**

* Personal growth – in leadership, commercial acumen and technical excellence
* To be part of a global, winning high growth organization – with a career path to match
* A vibrant, culture full of people passionate about transformation and making a difference -with a one team, collaborative ethos.
* A competitive reward package that truly awards our top talent
* A chance to make a true impact on society and the planet.

Gentrack want to work with the best people, no matter their background. So, if you are passionate about learning new things and keen to join the mission, you will fit right in.