



*Naturally Better*

**Job Title:** Technical Specification Advisor

**Location:** Scotland. Working from home, with travel required throughout Scotland and the occasionally the rest of the UK.

**Reports to:** Technical Manager

**Liaises with:** Primarily with UK Technical and Sales office team.

**Job Purpose:** To provide an efficient technical service in conjunction with the Technical team. To create and retain demand for the company's range of ecological products, with key account management to existing and potential customers within our target audience profile throughout the UK.

**Key Responsibilities:**

**Technical**

- To provide technical sales advice and support to our customer base of Architects; Surveyors; Builders & Contractors; home owners etc. This may be verbally over the phone, virtually, and/or on-site training in the form of tool box talks and general site support.
- To provide full technical support to our customers in terms of evaluating drawings and optimizing thermal performance and airtightness of the building envelope through our product range.
- To provide U Value calculations, condensation risk analysis and possible Hygrothermal analysis.
- To provide CPDs to architects and to input and help to develop CPD packages.
- To give talks as required to various groups and organizations.
- To ensure you research and keep updated on Building Regulations/Legislation/Technical development on areas relating to our product range in conjunction with the technical team.
- Providing product information and education to our target audience.
- Creating and maintaining customer details and projects (Deals) on Hubspot CRM and ensuring that all information within Hubspot is up to date and relevant.
- To provide support and guidance to the UK Technical Office as required.
- Progressive thinking to ensure that our products are at the forefront in the UK.
- Identifying and implementing technical data relevant for our audience.
- Attendance at technical meetings, staff meetings, etc.

- Writing and providing projects/case studies content for our website. Writing website product content as required. Blog topics and writing. Keeping up-to-date with social media, to see what competitors/partners are posting and providing ideas and content for Ecological to post.
- Liaising with and updating new and established customers and their account management in your region.
- Actively monitoring and following up general technical and sales enquiries.
- Providing pre-sale and after sales support.
- Attending conferences, exhibitions and trade shows.

### **General Administration**

- Answering the telephone, general e mail queries, etc., providing consistency for our customers.
- Writing reports as required.
- Liaising with staff within our Head office.
- Arranging your own travel and accommodation.
- Organising and storing paperwork, documents and computer-based information.

### **Person Specification**

#### **Education and Qualifications**

- Higher education linked to construction (e.g. Engineering, Architecture, Environmental) – Essential
- Degree level – Preferable
- Certified Passivhaus Designer/Consultant; Certified Passivhaus Contractor; Retrofit qualification (e.g. Carbonlite) - Preferable

#### **Experience**

- Minimum 5 years' experience in the Construction sector - Essential
- Active working knowledge of; Insulation, Air Tightness, Passivhaus principles, project specification with architects, building site visit experience, building regulation knowledge, U value and Dew Point analysis, reading drawings, commercial knowledge (pricing, tender bids for large projects etc), proven ability to close off specifications and sales. - Preferable

### **Ecological Building Systems Mission Statement**

To Support the construction sector in the creation of a better built environment through the Supply of innovative, sustainable, ecological building materials and solutions and Deliver quality, affordable products and training.

### **Company Values & Objectives**

- To value and retain our staff through continuous investment in their skills and training and maintain their enthusiasm by constant involvement in the business as a whole. Creating a team loyal and caring for each other who share our vision and passion for ecological products and better building. We intend that the business should be an enjoyable and safe working environment and encourage individuality of personnel.
- Always striving to delight and respect our customers with excellent service and honouring our commitments to them.

- Researching, evaluating and sourcing building products that seek to minimise environmental impacts, with as close as possible to a circular lifecycle.
- Desire for results – we are proud and dedicated to the range of products that we supply and the service and training we give to support them. Our team are committed to enhancing company profitability through selling and delivering high quality building products and training.
- Provide positive change to the construction industry by influencing government policy through our interaction with various groups and society's and educating the end user and building professionals in the delivery of more sustainable building methods and materials.
- Maximizing long term returns to our shareholders and enhancing company profitability whilst being mindful of our Company values.

A competitive package will be offered, which includes a company car, laptop, and phone.

Please send us your CV with a covering letter or email, outlining why you feel this role is suitable for you, how you can become an invaluable member of the Ecological team and defining how your skills are transferable to the attributes required for the role to:

Email: [pennyrandell@ecologicalbuildingsystems.com](mailto:pennyrandell@ecologicalbuildingsystems.com)

By Post: Mrs Penny Randell, Ecological Building Systems UK Ltd, Cardewlees, Carlisle, Cumbria, CA5 6LF

Alternatively, if you would like an informal chat about the role, please call Penny Randell, General Manager UK on 01228 711 511 or email to arrange a mutually convenient time.

Deadline for applications is 7<sup>th</sup> April 2023.

Dated: February 2023