



Area Manager (Remote)

HUESKER is looking for an Area Manager to develop and grow our business across a defined UK territory. This is a commercially focused, technically credible role suited to someone with a strong civil engineering, geotechnical, or infrastructure construction background who is ready to combine technical solution development with customer-facing business development.

The Role

As Area Manager, you will take ownership of project opportunities across your territory, from early identification through to specification, proposal development, and secured sales. You will work closely with consultants, contractors, clients, and internal HUESKER teams to promote value-engineered geosynthetic solutions that improve project performance and deliver commercial growth.

This is a remote working position covering a defined UK area, with occasional travel elsewhere in the UK and internationally.

Key Responsibilities

You will be responsible for:

- ▶ Developing and managing a strong pipeline of project opportunities
- ▶ Building relationships with consultants, contractors, clients, and key stakeholders
- ▶ Promoting HUESKER solutions through meetings, site visits, CPDs, and technical presentations
- ▶ Influencing specifications and converting opportunities into secured sales
- ▶ Preparing preliminary design concepts, technical proposals, and front-end engineering solutions
- ▶ Coordinating internal technical input where detailed design or specialist review is required
- ▶ Managing all opportunities, customer activity, forecasting, and reporting through Salesforce CRM
- ▶ Strengthening HUESKER's regional market presence and regional market presence, professional network and key-account relationships
- ▶ Supporting regional and national business development activity

What We're Looking For

The ideal candidate will have:

- ▶ A degree in Geotechnical Engineering, Civil Engineering or a related discipline
- ▶ At least 6 years' experience in geotechnical engineering, civil engineering, infrastructure construction, or related construction industry sectors
- ▶ Chartered status, or progress towards chartership, such as CEng or CGeol
- ▶ Strong commercial awareness and an interest in technical sales, account management, and business development
- ▶ The ability to develop technical solutions and communicate them clearly
- ▶ Confidence engaging with consultants, contractors and asset owners
- ▶ Strong initiative and organisational skills
- ▶ A proactive, self-managing approach with the ability to work independently

Experience in geosynthetics, ground engineering, CRM systems, or technical specification sales would be advantageous.

What We Offer

- ▶ Competitive salary matched to experience
- ▶ Company vehicle or car allowance
- ▶ Performance-related bonus
- ▶ Generous contributory pension scheme
- ▶ Private health insurance
- ▶ Autonomy to develop and manage a key UK growth territory
- ▶ Opportunity to work with an international technical solutions business

Your Application

Applicants must have the right to work in the UK, hold a valid passport, and be willing and eligible to travel internationally when required. You should also hold a full UK driving licence.



How to Apply

If you're ready to take the next step in your engineering career and join a respected international company, please send your CV and a covering letter, stating where you based in the UK to:

jackie.williams@HUESKER.co.uk