



**mavin POWERCUBE™**  
CONTAINERISED MODULAR DATACENTRES  
+ SPECIAL CONTAINERISED SOLUTIONS

# PROJECT SOLUTIONS CONSULTANT

Our industry respected and award-winning solutions are fast becoming more prominent in the Datacentre / Critical Infrastructure marketplace, generating some exciting role opportunities within the evolving Powercube team. At Mavin Powercube we pride ourselves on standing out from the crowd and are proud to offer our clients a friendly, polite and professional, straight-down-the-line engagement experience. We do not operate a typical sales team, we generally work from reference, referral, repeat and event/marketing driven engagements. For us, it's all about the customer and championing a more sustainable future for all, plain and simple. We're a consultative bunch, who place high value on professional integrity, and corporate responsibility. We listen intently, collaborate openly and deliver effectively. Our goal is to make the worlds of everyone we work with revolve more easily, and with less impact on the planet. If that sounds like a working environment, that you would excel within, please read on...

## ROLE OUTLINE

As a PSC, the role is orientated towards proactive relationship management & opportunity/project progression. You will need to be a confident individual, articulate and multi-faceted in your approach to client and supplier/partner engagement and driving existing opportunities forward. You will be happy operating autonomously and as part of a friendly, helpful and capable team.

Your primary responsibility will be taking the lead on new project opportunities with new and existing clients, whether pre-engaged or via your own business development endeavours. Nurturing these prospect opportunities, from outset engagement all the way through to completion. The role will entail collaborating with client and supplier teams and immediate colleagues, to validate clients requirements, develop and design fit-for-purpose solutions and provide regular client / partner liaison throughout the project life-cycle and onward, potentially as your clients primary point of contact for future engagement.

Aspects of the role includes but is not limited to:

- Developing a credible understanding of Powercube's Solution Set and the market sector.
- Understanding the clients' requirements and providing knowledgeable consultative steer.
- Communicating with your immediate colleagues and industry peers at every level, in a calm, personable and professional manner.
- Coordinating market and customer research to enhance your autonomous performance and also feed into the Marketing teams activities to drive our PR/Marketing alignment
- Develop and demonstrate a working knowledge of applicable areas of containerised, modular and where required traditional construction and fundamental Civils work packages.
- Visiting client sites and conducting high-level, non-technical surveys.
- Maintaining CRM (Light-touch).
- Reporting regularly on pipeline to CXO level.

## REQUIREMENTS

As a minimum you will have or be:

- An understanding of the construction / critical infrastructure market, ideally with a base knowledge of datacentres and associated infrastructure. However, for the right candidate specific in-house and accreditation training will be provided.
- Excellent communication skills, both verbally and in writing & be able to clearly present information to CXO level
- Impeccable stakeholder management & collaboration skills – building strong relationships across the board.
- Excellent business & commercial acumen
- Flexible & willing to turn your hand to a wide range of activities, which may often change given the diverse nature of the role.
- Committed and Driven

## ROLE PACKAGE

### WORKING HOURS – FULL TIME EMPLOYED ROLE

Currently Powercube offers a 4 Day Working Week (4DWW) with no pay reduction. The specific day off in the week TBC according to our 4DWW terms. Powercube doesn't operate a formal flexi-time system or pay regular overtime. Although, we are flexible with working hours to accommodate certain domestic / personal requirements, with the expectation that you are also flexible as and when required.

- Core working hours are between, Mon-Fri, 09:00 to 17:30 (1 hour lunch).
- Working outside of the stated core hours will be required to deliver this role successfully.

At Powercube, we offer hybrid working wherever possible. For this role you will be home-based, however, when necessary, you would be required to visit client and supplier locations, and participate in events, in the UK and possibly abroad. Expenses will be covered in accordance with Powercubes associate policy.



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## FINANCIAL PACKAGE – FULL TIME CONTRACT ROLE

- Base Salary £30,000 - £35,000, dependant on experience and knowledge PA.
- Project Completion Bonus.
- Discretionary Annual Bonus, Pending Company Performance & Position.
- Pension, employers' contribution of 5%, increasing to 10% upon 5yrs service.

## HOLIDAY ENTITLEMENT

25 days + Usual UK Public Holidays. Increasing to 28 days upon successful completion of 24 months.

## PRIVATE MEDICAL / HEALTH INSURANCE

Full Cover via AXA Healthcare. Subject to successful completion of 3 months probationary period Mavin will enrol you in the company scheme for the duration of your contract. This is optional although has no cash alternative.

## PROVISION OF TECH

The following items will be provided with the following to support your role:

- Laptop + Dock block.
- 2 x Screens, keyboard, mouse.
- Headphones & Camera.
- Mobile will be self-provisioned.
- (Optional) We have some desks available for home use if required/desired.

## PRIMARY LOCATION

Working from home.

## OTHER MAVIN ACTIVITIES

Visiting client and supplier locations, and participate in events, in the UK and possibly abroad.