

## Pre-Sales Solutions Consultant

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**Job Title: Pre-Sales Solutions Consultant**

**Location: Remote / Hybrid (PC offices twice monthly and as required)**

**Department: Client & Business Services**

**Reports To: Client & Business Services Manager**

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Penman Consulting is a specialist consulting business supporting the chemical, petrochemical and plant protection industries on product regulatory, health and environmental issues. Founded in 2007 Penman Consulting has rapidly gained wide recognition for its ability to deliver on regulatory and associated scientific issues. We provide advice and assistance to companies both large and small and to trade organisations on a global basis.

With our origins in the petrochemical industry, we manage some of the largest regulatory projects in the EU such as Lower Olefins and Aromatics REACH1 Consortium (LOA) and have been involved in other large consortia and numerous activities for companies large and small. Our clients recognise the leadership and expertise that we bring to such projects and we are well-recognised within the industry.

Penman Consulting provides Product Stewardship services for client companies, where the offering is supported by a unique approach and IT system Active Steward™ which allows us to provide services in a cost effective and efficient manner.

Penman Consulting is staffed by professionals with considerable experience within the chemical industry managing regulatory affairs, toxicology and environmental science on both a product and site basis. We believe this allows us to provide a business perspective to our service which is of value to our clients. Where necessary we partner with other organisations to provide a holistic service, from legal and financial support to specialised science areas.

Penman Consulting has offices in Brussels, Belgium and in South Oxfordshire, UK.

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### About the Role

We are seeking a Pre-Sales Solutions Consultant to support the growth of our Scientific and Regulatory Compliance Services business and associated IT and Software Services. In this pivotal, client-facing role, you will work alongside Business Development, Marketing, Technology, Product and Subject Matter Experts to craft and present compelling, customised service solutions that help global clients meet evolving regulatory, safety, and sustainability requirements.

You'll play a key role in shaping and delivering pre-sales engagements—translating complex scientific and regulatory needs into actionable consulting solutions. This includes leading discovery sessions, presenting service capabilities, and providing technical insight into regulatory frameworks, risk

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<sup>1</sup> [www.LOA-reach.com](http://www.LOA-reach.com)

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assessments, and compliance strategies across target Penman Consultancy industries.

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### Key Responsibilities

- Partner with the Business Development team to support the full pre-sales cycle, from initial scoping through to proposal delivery.
  - Engage with client stakeholders to understand regulatory and scientific needs in areas such as product compliance, toxicology, chemical safety, and global registrations.
  - Help design tailored service offerings that align with client goals, integrating scientific expertise, regulatory strategy, and implementation roadmaps.
  - Lead and deliver impactful presentations and proposal discussions that articulate the value of our consulting and compliance services.
  - Support the response to RFPs/RFIs with high-quality, scientifically accurate, and client-aligned proposals.
  - Collaborate cross-functionally with Regulatory Consultants, Scientists, and Delivery Leads to ensure smooth handover and project alignment post-sale.
  - Stay current with global regulatory developments (e.g., REACH, TSCA, GHS, EU MDR) and emerging compliance trends to advise both internal teams and clients.
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### Qualifications

- 3–7 years of experience in regulatory consulting, scientific services, or pre-sales for compliance-related offerings.
- Strong foundation in regulatory science, toxicology, chemical management, or related domains.
- Demonstrated experience in solutioning and presenting complex scientific/regulatory services to a range of stakeholders.
- Understanding of global regulatory frameworks (e.g., REACH, RoHS, CLP, FDA, TSCA, EU MDR, etc.) and how they impact product compliance.
- Ability to translate technical and scientific concepts into clear, client-focused value propositions.
- Excellent written and verbal communication skills, with a confident, empathetic, consultative approach – establishing the ‘Trusted Advisor’ role with the client.
- Bachelor’s or advanced degree in Chemistry, Toxicology, Environmental Science, Regulatory Affairs,

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or related field.

### Bonus Points

- Experience working in or with regulatory agencies or industry associations.
- Previous experience in technical pre-sales or business development support for professional services.
- Familiarity with data systems or software that support regulatory or scientific workflows.

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### Why Join Us?

- Help clients navigate the complex, high-impact world of product safety, regulatory change, and scientific risk.
- Join a team of mission-driven experts who are shaping the future of compliance, sustainability, and innovation.
- Competitive compensation, a supportive team culture, and opportunities for professional growth.