

JOB DESCRIPTION	
POSITION TITLE	Water Quality Sales Leader
OPENINGS	1
LOCATION	United States Remote
DATE POSTED	January 25, 2024
SUBMIT RESUME TO	JOBS@USGWATER.COM
JOB SUMMARY	Partners with the regions to educate customers on the specific needs met by the service/solution. Responsible for sales activities, from lead generation through close of sales within all regions for the LOB.
KEY TASKS AND RESPONSIBILITIES	<ul style="list-style-type: none"> • Responsible for the sales and marketing of all LOB products and services. • Train and develop internal sales representatives for sales of products for LOB. • Work with each of the internal sales representatives within the regions to assist in closing deals. • Work with LOB / Engineering team to develop new products and services. • Build relationships with engineering firms to get products specified within project bids. • Builds credibility and customer awareness within the North American water services industry. • Identify needs and technical issues with the customers to help LOB to improve existing or developing new solutions. • Identify competitors and benchmark their offerings in order to develop practices to be more competitive against identified competitors in regions. • Develops annual sales business plan in conjunction with Regional Sales Director to meet or exceed sales quota. • Maximizes all opportunities in the process of closing a sale to maximize market share. • Sells consultatively and makes recommendations to prospective clients of the various solutions the company offers to solve their business issues. • Assists in the implementation of company marketing plans as needed. • Creates and conducts effective proposal presentations and RFP responses appropriately addressing client needs. • Responsible for sourcing and developing client relationships and referrals. • Responsible for building an effective reputation with the industry. • Submission of detailed business information, pricing, and presentation of solutions to clients. • Participates and contributes to the development of educational programs offered to clients, prospects and company employees
EDUCATION/EXPERIENCE REQUIREMENTS	<ul style="list-style-type: none"> • Minimum educational requirement of a bachelor's degree preferably in a technical field • 10+ years in water and wastewater business with significant experience in developing profitable businesses. • 10+ years of experience in leading an operations or sales and marketing function. • Ability to maintain contact with potential clients to ensure high probability of completing the sell. • Ability to build trust, value others, communicate effectively, drive execution,

	<p>foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.</p> <ul style="list-style-type: none"> • Demonstrates technical selling skills and product knowledge. • Maintain professional internal and external relationships that meet company core values. • Proactively establish and maintain effective working team relationships with all support groups. • Must demonstrate ability to understand/communicate technical documents and terminology. • Must be highly persuasive using facts and figures. • Strong organizational/planning skills/presentation skills • Must be able to develop strong industry relationships built on trust and credibility <p>Willingness to be a road warrior – Travel 60% or more.</p>
WHAT WE OFFER	<p>A comprehensive benefits and competitive compensation package, a hybrid work schedule. An opportunity to join a dynamic and growing company. A supportive work environment where you can thrive to be your best!</p>
DISCLOSURE	<p>USG Water Solution is an Equal Opportunity Employer. <i>This job description is a general description of essential job functions. It is not intended as an employment contract, nor is it intended to describe all duties someone in this position may perform. All employees are expected to perform tasks as assigned by supervisory personnel, regardless of job title or routine job duties.</i></p>