

JOB DESCRIPTION	
POSITION TITLE	Water System Consultant
OPENINGS	1
LOCATION	West Texas – Central Region
DATE POSTED	January 25, 2024
SUBMIT RESUME TO	JOBS@USGWATER.COM
JOB SUMMARY	<p>As a Water System Consultant (WSC), you'll be responsible for full-cycle sales activities, from lead generation through close of sales within a specific region. You'll work within the sales and support team to develop long-term relationships with key decision makers to help navigate a complex sales process. This is a dynamic role and you'll be responsible for the sales and marketing of highly valued solutions for potable water quality management through asset management/maintenance programs. You'll develop and leverage your technical (industrial, engineering, etc.) selling skills and product knowledge to position USG Water Solutions in a competitive light while engaging and managing relationships with decision makers.</p> <p>We subscribe to a consultative sales approach (Wilson) and because sales cycles tend to be long, you'll need to be organized and self-motivated. You'll target deals that range in size from \$25K - \$1MM+ across your territory. Building multi-year relationships takes effort and you'll need to travel frequently within your territory to be successful. Your ability to qualify customers in a procurement model will be key and understanding the bid cycles municipalities use will be important.</p> <p>The sales cycle for our services can be long, stretching 6-18 months, which is why we support our WSCs with a generous compensation package. We position our people to build a sustainable book of business with uncapped earning potential. If you like the idea of running your own book of business in a growing industry while enjoying excellent earning potential and career growth, here's more.</p>
KEY TASKS AND RESPONSIBILITIES	<ul style="list-style-type: none"> • Create and nurture a database of qualified leads through a variety of approaches including referrals, networking, and cold calling. • You'll build the brand and reputation of USG Water Solutions and yourself within the industry - our people always adhere to ethical practices. • Regularly gather and submit detailed business information, pricing, and proposed solutions to customers • You will participate and contribute to the development of educational programs offered to clients, prospects, and company employees of tank renovation • Acquire and maintain Welding certification, 4G position for moderate to heavy steel repairs • Perform and complete one of the following: ice pigging, mixer installation, TRS installation, well rehabilitation, valve and hydrant maintenance, leak detection, or other water system service.
EDUCATION/EXPERIENCE REQUIREMENTS	<ul style="list-style-type: none"> • 5+ years of experience in the water or construction industry • 5+ years of technical sales experience preferred; however, we will train and support people who have good technical understanding, a broad network of contacts, and a willingness to put in the time and effort to develop their sales skills. • Very good organizational/planning skills/presentation skills

	<ul style="list-style-type: none"> • Valid driver’s license and ability to travel within assigned territory. • Bachelor’s Degree or equivalent experience <p>Spends majority of time in an office environment. Job demands may require long periods of sitting; telephone work and/or computer work, as well as interactions with other staff members and customers. Position requires working remotely.</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>