



SALES ENGINEER – MID-ATLANTIC REGION

Department: Sales
Reports To: Vice President of Sales
FLSA Status: Exempt
Updated: 6.27.2022

Aqueous Vets® (AV®) is seeking talented, capable applicants to fill several key roles for our growing organization. We are seeking a well-qualified candidate to manage sales growth in the New England territory.

AV is a vertically integrated company that manufactures water treatment systems to address contaminated groundwater impacted with emerging contaminants (PFOA/PFOS, VOC's, fuels, 1,2,3-TCP, TOC, Chrome 6, and Arsenic). Based in Redding, California our capabilities include design and engineering, system manufacturing, system installation, startup services, and site civil construction. **Our integrated system approach allows AV the ability to deliver the entire treatment system from the influent to effluent flanges on the treatment pad, creating more value for our clients and the end-user.**

Description

The Sales Engineer will assist with project costing and design for projects in the bidding phase. Specification review, project takeoffs, technical document generation, internal/external customer communication, finding qualified leads, Specification positioning with products and services, prospecting for new clients, and expanding overall sales efforts.

Essential Duties and Responsibilities:

- Establish and maintain relationships with engineering firms and other accounts that indirectly influence the buying decisions of the customer
- Prepares and presents monthly forecasts by accurately managing opportunity dates, dollar value, and probabilities
- Serve as the lead point of contact for all customer account management matters Including technical support, media optimization, pricing, etc.
- Identify and develop new business opportunities through cold calls and prospecting
- Schedule appointments with both new prospects and established clients
- Schedule and prepare presentation materials; set-up, conduct and follow-up
- Proposal review/input assistance to include preparation of quotes, proposals, orders and response to client requests
- Maintain responsive email and phone communication with staff and management
- Timely data entry into CRM database for lead tracking and opportunity information
- Forecasting projects within territory including immediate and long-term projects
- Update management on market conditions, industry trends, competitive activities
- Significant field and client engagement requirement: >70% anticipated
- Perform other duties as assigned



Qualifications:

To perform this job successfully, an individual must be professional, proactive, and positive. Having a passion for exceptional customer service and support is a must. Being sensitive to the unpredictable demands and uncertainties associated with customer service is a requisite to delivering superior results and exceeding the expectations of very demanding customers.

Preferred Skills and Qualifications:

- 10-15 plus years of experience in the municipal drinking water market
- Proven track record of business development and sales management with multi-million-dollar funnels
- Excellent presentation skills
- Strong interpersonal skills.
- Excellent written and oral technical communication skills

Benefits

Benefits include: Base salary plus commission on all sales, Health, dental, and vision insurance for employee and family, Life Insurance, Disability Insurance, family college tuition benefit, flexible spending account, and 401k plan.

Remote positions, up to 70% travel within the territory

Education and/or Experience:

A mechanical or chemical engineering degree or a technical college diploma or a technical trade certification and/or equivalent work experience

Aqueous Vets® is an equal opportunity employer. We commit to a policy of nondiscrimination and equal opportunity for all employees and qualified applicants without regard to race, color, religion, creed, gender, pregnancy or related medical conditions, age, national origin or ancestry, physical or mental disability, genetic predisposition, marital, civil union or partnership status, sexual orientation, gender identity, or any other consideration protected by federal, state or local laws.