



TECHNICAL SALES REPRESENTATIVE

Position Description:

We are seeking individuals with a solid background in selling water treatment service contracts, equipment and industrial cleaning. We assume this person to have worked in our industry and understands the highly technical requirements of selling this type of service. This candidate must be able to handle a minimum number of accounts for serving as an account manager to prove his competency at all times and utilize these accounts as references for selling new accounts. This position will be approximately 75-80% Sales to New Business and 20-25% existing Account Management.

This sales person will assist in transferring all new business to one of our account managers not to increase the size of their own territory.

Education Preferred: Technical degree, HVAC Water treatment, L.E.E.D.S

Experience Preferred:

- Solid work experience throughout career
- Have worked for a company engaged in HVAC Water Treatment Service
- Customer Service experience
- Sales track record and history proving that they know what is expected.

Duties include (but not limited to):

- Selling to new and existing customers
- Surveying new prospects, working Knowledge of HVAC systems
- Troubleshooting/on-site problem solving
- Proposal and letter writing
- Managing a minimum number of accounts
- Monthly Service including full testing and reporting
- Operation of 20-25% territory; full responsibility for customers therein.
- Physical Ability: To handle all aspects of service and sales, getting around NYC, climb safe ladders etc.

Goals to Include:

- Follow up on 5 viable Leads/week
- 2.5 Viable proposals per week for accounts of 400,000sqft or 500Tons or more
- Maintain a minimum of \$1,000,000 in viable proposals at all times
- Selling of 40 Accounts per year
- Selling approximately - \$500,000 in New Business Annually
- Must maintain and demonstrate the company values at all times

Income Range and Formulated: Call for range details. Based on bonuses, commission and size of territory. **Benefits Provided: Health Benefits, Dental, 401k, 10 paid time off days/year, 7 paid holidays, Use of Company Vehicle, Cell Phone (iPhone), Laptop computer, Office Area** **Benefits assume full-time status** Send Resumes to resumes@towerwater.com