

Technical Sales and Business Development Well Rehabilitation and Preventive Maintenance

Subsurface Technologies, Inc. (STI) is a privately owned water well rehabilitation, preventive maintenance and pump company operating in the US, established in 1987 and headquartered in New York State. STI is the developer and exclusive provider of the Aqua Freed® and Aqua Gard® technologies, the most advanced CO2 based well rehabilitation and preventive maintenance products available in the groundwater industry. These environmentally sound technologies are essential to groundwater systems to help protect and sustain our water supply.

Position Summary:

We are currently seeking a sales engineer to develop new clients and strengthen relationships with our existing customer base in the western region with a focus on the California market. The position requires the applicant to cultivate new prospects and develop new sales of well rehabilitation projects and transition well systems to our patented preventive well maintenance technology. The successful candidate will be comfortable interacting with all levels of customers from professional engineers and consultants to water plant operators. The selected candidate will work with our existing project manager in the Sacramento area and report to executive management at STI.

Essential Functions:

- Develop new business and clients in the water supply and environmental remediation markets.
- Deliver product & services presentations to clients.
- Plan and attend regional trade shows with an emphasis on industry presentations.
- Develop and implement a competitive sales plan with quarterly goals.

Desired Experience and skills:

- 10 years of experience selling technical products and services.
- Experience selling well rehabilitation and municipal pump services a plus.
- Exceptional verbal communication and consultative selling skills are essential.
- Excellent interpersonal skills with the proven ability to forge long-term relationships.
- Strong organizational skills with a superior work ethic.

Qualifications:

- Bachelor of Science in Chemical or Mechanical Engineering. Candidates without an engineering degree will be considered if they can show strong and relevant experience or other technical qualifications.
- Strong technical background and good communication skills.
- 10 years of relevant experience in technical sales, preferably in water supply or water works.

STI offers a comprehensive benefit package including paid holidays/vacation, health, dental, vision, long term disability insurance and retirement plan.

Principals only. Recruiters, please don't contact this job poster.
do NOT contact us with unsolicited services or offers.