

JOB TITLE: Aftermarket External Sales Specialist

For nearly 50 years, Aqua-Aerobic Systems has provided thousands of customers with adaptive treatment solutions in biological processes and filtration for both water and wastewater applications. Our knowledge and expertise in applied engineering and manufacturing allows us to provide highly efficient and cost effective technologies that require less energy, less maintenance and provide a low cost of ownership over the life of the plant.

As a leader in the water and wastewater treatment industry, we are growing and have a number of exciting positions available right now, including an **Aftermarket External Sales Specialist**, located in Loves Park, IL. Aqua is looking for an individual who possesses exceptional motivation and will assume full ownership of their tasks and deliverables. Our organization values commitment to excellence, strong work ethic and willingness to support team members as required for the overall success of the business.

JOB SUMMARY

Reporting to the Aftermarket Sales Manager the Aftermarket External Sales Specialist will be responsible for helping drive double digit growth for the Aqua-Aerobic Systems aftermarket business through a combination of direct and indirect sales efforts with both existing and new customers for municipal and industrial water and wastewater treatment.

JOB RESPONSIBILITIES

1. Promote and grow aftermarket business through direct contact (visits and presentations) with new and existing customers, channel partners and representatives.
2. Identify business opportunities through knowledge of existing Aqua and competitive manufacturer's products generally within the filtration, aeration/mixing, biological treatment and disinfection markets.
3. Conduct cold and warm calls to introduce/reinforce the Aqua brand to potential and existing customers.
4. Communicate (written and verbal) with internal and external customers to include filed evaluations, interpreting bid documents and RFQs, bid/proposal preparation, and pricing in conjunction with Aftermarket sales team and Aftermarket Sales Manager
5. Assist with sales forecasting and other reports as required.
6. Other duties as assigned by the Aftermarket Sales Manager in support of Aqua-Aerobic strategic goals.

MINIMUM REQUIREMENTS

1. Three (3) years of proven experience in direct sales growth with primary responsibility on a technical product, preferably in an environmental industry. Experience with manufacturer's representatives is a plus.
2. Up to 50% travel is expected.
3. Able to read and interpret technical plans and specifications
4. Knowledgeable of MS Office Software.

The above description reflects the details considered necessary to describe the principal functions of the job and should not be construed as a detailed description of all the work requirements and expectations that may be performed in the job.

EOE/Minorities/Females/Veterans/Disabled. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.