

JOB TITLE: Regional Sales Manager

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 a **Regional Sales Manager**, located in Loves Park, IL.

JOB SUMMARY

Reporting to the VP of Process Group, the Regional Sales Manager will be responsible for selling of wastewater treatment equipment and processes through regional independent Sales Representatives. In addition, the Regional Sales Manager will obtain product sales at expected margins, and manage representatives on performance, direction, and training.

Aqua is seeking dedicated, hardworking individuals who assume full ownership of their tasks and deliverables. Our organization values commitment to excellence, customer service, strong work ethic, and willingness to support team members as required for the overall success of the business.

JOB RESPONSIBILITIES

1. Sell wastewater treatment equipment and processes through regional Independent Sales Representatives.
2. Serve as the key communication conduit between the Independent Representatives and the company through development of strong relationships.
3. Responsible for obtaining product sales at expected margins.
4. Manage representatives including but not limited to: performance, guidance, direction, and training. Also recommends new and/or replacement representatives and discharging of ineffective representatives.
5. Develop territory specific marketing and product design approach.
6. Responsible for customer relationship management in the respective territory.
7. Develop, implement, and manage an action plan by project.
8. Develop and update sales forecasts and target reports.
9. Attend and participate in trade shows.
10. Develop, implement, and manage territorial budget, including expenses and bookings.
11. Perform product sales and technical presentations in the field.
12. Mentor PAE's to promote their development and understanding of field sales, independent reps, project development, and bid strategies.
13. Monitor competitive lines by the independent representatives.

MINIMUM REQUIREMENTS

Bachelors degree in Technical, Marketing or related field and a minimum of 5 years of related training and experience or any equivalent combination of training and experience.

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.