

Job Title: Regional Sales Manager, Central United States
Reports To: Vice President of Sales
Territory: U.S. Midwest, TX
Salary: Based on experience

Requirements:

Please note this position is designed for candidates with a minimum of 5 years of business development and sales experience with a water, wastewater or smart water technology company. Municipal collection system and/or smart water solutions experience a plus. Candidates who do not meet these criteria will not be considered.

About SmartCover

SmartCover is a California based company that develops and provides automated pipeline monitoring technologies, primarily for wastewater utilities. Over the last 15 years, SmartCover has established an industry leading position, implementing the largest wastewater collection system monitoring project in the U.S. as well as thousands of sensor installations with hundreds of agencies across U.S., Canada and Mexico. The SmartCover team has established installations and references based on reliable product support and world class customer service with key clients throughout North America.

Job Description

SmartCover is seeking a talented sales professional to work on challenging and impactful water and wastewater business opportunities in the Central United States positioning SmartCover as the leading provider of monitoring solutions to wastewater utilities. The successful candidate will be responsible for up-front prospecting and sales development efforts, including identifying and qualifying targets, positioning SmartCover with potential customers, proposal generation, negotiating and closing contracts. The candidate will also be responsible to insure successful project implementation, account management and build-out at existing accounts. SmartCover utilizes channel partners -- water technology distributors and manufacturer's representatives -- in the region and the candidate will be responsible for supporting their sales initiatives and managing these partner relationships. The position is key to reinforcing our presence in the Central United States.

Responsibilities Include:

- Establish, qualify, and maintain relationships with end user customers within wastewater agencies
- Manage the sales process from Lead to Order
- Develop business cases, proposals, presentations and other materials necessary to get SmartCover selected and close business.
- Provide sales management to channel partners, tracking opportunities and working closely to create interest, qualify, develop and close opportunities.
- Account management and primary contact for existing accounts advising customers and working closely with them to expand SmartCover deployment.
- As a leader in your field, provide input into business development strategy and tactics, sales processes, marketing strategy and collateral materials
- Develop and maintain rigorous standards for sales documentation, customer information and reporting
- Represent SmartCover at North American Water conferences and seminars and other wastewater industry events.
- Provide thought leadership through developing case studies and presentation of papers at local and national conferences, as appropriate.

Skillset

The successful candidate will ideally be an Engineer with direct sales experience. Additionally, we are looking for the following skills:

- Bachelor's degree in Engineering, Environmental or related field
- Minimum of 5 years' work experience in business development and sales with a water, wastewater or smart water technology company. Preference will be given to candidates with Municipal collection systems and/or smart water monitoring solutions experience
- Formidable personal sales pursuit and capture skills complimented by superb technical, analytical, strategic planning, proposal development/management and presentation abilities.
- Demonstrated capability to identify, establish and develop relationship with key decision-makers at Municipalities leading to sales
- Extremely strong written/verbal communications and interpersonal skills. Must be a persuasive influencer in the development process.
- Must be comfortable and effective with "hands on" applications development, including field work, data analysis and interpretation.
- Demonstrated effective ability to succeed in a cross functional "team" selling environment
- Must maintain a high level of integrity, maturity and competitive drive to be successful.
- Ability to travel extensively within the region to pursue the development of new business.
- Physically flexible and mobile with ability to remove and replace a manhole cover, safely climb ladders or negotiate other terrain or field obstacles and provide basic mechanical field support.
- CRM (Salesforce preferred) and MS Office proficiency