

Southeast Regional Sales Manager

Job Summary:

Chemtrac LLC, a subsidiary of North American Filtration, is seeking a Regional Sales Manager for the Southeast United States. As a leading supplier of analytical instrumentation for the water treatment industry, we are looking for an experienced and driven individual, who is looking for a sales opportunity with plenty of earning potential, and the chance to contribute to our future success

This position will be based out of our office in Norcross, GA, with an estimated 50% travel. The position will work closely with manufacturers' sales representatives, as well as directly with customers. Our primary market is the municipal water treatment industry, with some sales in the industrial market. This person will be responsible for the states of: GA, FL, NC, SC, AL, TN, KY.

Key Responsibilities:

- Implement, and support a strategic regional sales plan, and prepare sales forecasts
- Manage, train and collaborate with manufacturers' sales reps
- Be a technical expert on Chemtrac analyzers
- Attend industry trade shows and conferences
- Hybrid role, with approximately 50% travel

Preferred Qualifications:

- Bachelor of Science in chemistry, engineering, or a similar technical degree
- 5+ years' experience working in or selling to the water treatment industry
- 3+ years' experience in outside sales
- Strong understanding of coagulation, filtration, disinfection, and distribution processes
- Significant experience with coagulants, and jar testing
- Knowledge of water quality analyzers
- Proficiency with CRM, and Microsoft 365

Compensation and Benefits:

- Base + Bonus/Commission
- Medical, Dental, Vision, Life Insurance, Short/Long Term Disability, etc.
- 401K
- PTO
- Mileage reimbursement (IRS rate)

About us:

Chemtrac is dedicated to designing, manufacturing, and selling high quality water treatment analyzers. Founded in 1985, Chemtrac is an established global provider of reliable solutions in the water and wastewater treatment industries. People who land here tend to stay here! www.chemtrac.com