

Chemtrac West Regional Sales Manager

Are you interested in leveraging your water treatment knowledge in a technical sales position that does not depend on: high-pressure tactics, continuous cold calling, strict quotas, and inflexible approaches to selling? Would you enjoy taking “hands-on” approaches, with state-of-the-art equipment, to offer solutions to optimize water treatment processes? If so, come join us at Chemtrac!

Job Summary:

Chemtrac LLC, a subsidiary of North American Filtration, is seeking a Regional Sales Manager for the Western US and Western Canada. As a leading supplier of analytical instrumentation used in the water treatment industry, we are looking for a driven individual, with a strong understanding of coagulation, filtration, disinfection, and distribution.

Our ideal candidate will work remotely and reside somewhere in the Seattle/Tacoma, WA to Portland, OR area. The candidate will also reside relatively close to an airport to facilitate necessary 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. And the geographical area includes: WA, OR, CA, AZ, NM, NV, UT, ID, MT, WY, CO, and AK, along with the BC, and AB provinces.

General Responsibilities:

- Work from home, with up to 50% travel within assigned territory
- Implement, and support a regional sales plan, and prepare monthly sales forecasts
- Manage and train manufacturers representatives, and collaborate with them on sales calls
- Be a Chemtrac analyzer technical resource for current and prospective customers
- Conduct onsite product demonstrations, and customer training
- Attend industry related trade shows and conferences

Preferred Qualifications:

- Bachelor of Science in biochemistry, chemistry, engineering, or a similar degree
- 5+ years’ experience (less will be considered) working in or selling to the water treatment industry
- 3+ years’ experience in outside sales
- Significant experience with coagulants, and jar testing
- Knowledge of water quality analyzers
- Solid organizational skills with attention to detail and the ability to effectively prioritize and manage time, and meet critical deadlines
- Computer skills – CRM software and MS Office

Benefits:

- Medical, Dental, Vision, Disability, Life Insurance, etc.
- 401K
- Car mileage (IRS rate)

About us:

At Chemtrac, we are dedicated to designing, manufacturing, and selling high quality water treatment analyzers. Founded in 1985, we have globally established ourselves as a reliable solutions provider in the water treatment industry. Our average employee tenure is over 14 years...people who land here, tend to stay here! www.chemtrac.com