

Orenco Systems, Inc.

Job Description

Job Title: Community Systems Sales Eng **Job Code:** CMTSEG
Salary Grade:
Department: Sales **FLSA Status:** Exempt

GENERAL POSITION SUMMARY:

This is an advanced level sales engineering position that works with a team of engineers to assist with the design of small community wastewater collection and treatment facilities. The Community Systems Sales Engineer will plan, direct, coordinate with internal and external staff, and manage all activities of assigned projects to ensure company objectives for community systems are met.

The Community Systems Sales Engineer will provide presentations to consulting engineers, utilities, municipalities, and state/national conferences, provide extensive project management skills, including project estimating, proposal generation, bid management, regulatory approvals, funding consultation, and construction oversight and system commissioning as necessary, and will apply and design conventional and decentralized wastewater collection and treatment systems, provide infrastructure planning and design, research and development, rate evaluations/studies, hydraulic systems and design, sales engineering, and business planning.

RESPONSIBILITIES:

Essential Functions:

- Market and Business Development
 - Develops specific goals for target market.
 - Presents and sells company products and services to current and potential clients.
 - Prepares action plans and schedules to identify specific targets and projects.
 - Provides follow-up on new leads and referrals resulting from field activity.
 - Identifies sales prospects and contact these and other accounts as assigned.
 - Prepares presentations, proposals and sales contracts.
 - Develops and maintains sales materials and current product knowledge.
 - Establishes and maintains current client and potential client relationships. Identifies and resolves client concerns.
 - Prepares a weekly status reports, including activity, closings, follow-up, and adherence to goals.
 - Communicates new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
 - Coordinates with other company staff to accomplish the work required to close sales.
 - Manages sales-productivity software tools to effectively track selling activities.
 - Manages contact information for sales prospects and existing clients, and schedule visits or meetings with clients within your sales territory.
 - Delivers sales presentations and collects information about the client to assist in the development of marketing plans and sales strategies.
 - Demonstrates commanding knowledge of target customers, existing competitors in the marketplace and industry trends that may impact a buying decision.
 - Maintains a regular calling or contact schedule with companies to identify more leads or resolve any problems that arise in existing client accounts.
 - Works with clients, performing design review, and providing troubleshooting assistance.

- Researches customer requests regarding products and equipment, and directs customers to other sources of information, if necessary.
- Engineering Review
 - Assists customers in determining needs related to the design, development, installation, and maintenance of Orenco Systems wastewater handling equipment.
 - Utilizes technical knowledge/training and works with Applications Engineering to ensure that customer orders for products, services, and equipment function in congruence to create the most efficient and cost effective systems, accurately meeting specific customer needs and Orenco System's quality requirements.
 - Receives and evaluates customer's system design drawings and plans, providing suggestions and making recommendations as needed.
 - Will travel to project sites to perform start up and provide installer/operator training as necessary.
- Project Management
 - Manages all aspects of a Community or Commercial Engineered project from start to finish, maintains active project list.
 - Coordinates with Applications Engineering and Regional Sales Teams to ensure projects are completed according to Orenco's protocol and processes.
 - Regularly (weekly) communicates project list, status, and next actions to Regional Sales Teams, Community Systems Group, and Departmental Managers.
 - Works with regulating entities to garner approval of Orenco Technologies and Products.
- Research
 - Assists in research projects under the guidance of senior engineers.
 - Assists with the research of competitive technologies and oversight of the competitive technology database.
- Training
 - Provides technical training for local or regional groups, as well as for internal use.
- Troubleshooting
 - Troubleshoots and assists end users in resolving problems involving system performance, installation, repair, and maintenance.
- Other Essential Job Functions
 - Attends team meetings and contributes ideas and opinions, continuously seeking improved methods by focusing maximum efficiency of the sales process and providing quality customer service.
 - Becomes familiar with Orenco related products and technologies by reading professional literature.
 - Performs other duties as assigned.
 - Regular attendance is an essential job function for this position.

EDUCATION:

BSCE, BSME, or BSEE is required. PE a plus.

KNOWLEDGE/SKILLS/EXPERIENCE:

- A minimum of 4 years experience in water/wastewater field.
- Ability to independently apply prescribed Orenco methods and standard engineering practices and techniques in specific situations.
- Ability to quickly gain a base knowledge of Orenco equipment and processes.
- Ability to learn state and local regulatory rules.

- Above average organizational skills are required.
- Competent ability using spreadsheet and word processing software.
- Exceptional verbal and written communications skills are required and all communications must be professional and courteous.
- Skilled in delivering effective technical/informative presentations.
- Ability to successfully interact with individuals from diverse backgrounds and extreme variations in educational levels.
- Ability to communicate in a professional, courteous, and customer service oriented manner.
- Willingness and ability to travel three to four days per week.
- Ability to be flexible and change priorities with little notice.
- Must possess a valid driver's license and have a satisfactory driving record.
- Ability to lift up to 70 pounds without accommodation.

TOOLS AND EQUIPMENT:

Calculator	Computer	Copier
FAX Machine	Ohmmeter	Printer
Multi-Line Phone with Intercom		

WORKING CONDITIONS:

Office environment with occasional exposure to outside elements when traveling or conducting field work.

PHYSICAL REQUIREMENTS:

Speaking, seeing, hearing, sitting, walking, writing, keyboarding, automobile driving, airplane travel, and ability to visit project sites that are situated on a variety of developed and undeveloped terrain/locations.

Last revised: 9/18/2017