

# Orenco Systems, Inc.

## Job Description

<b>Job Title:</b>	Regional Sales Engineer	<b>Job Code:</b>	RGSENG
<b>Salary Grade:</b>	27		
<b>Department:</b>	Sales	<b>FLSA Status:</b>	Exempt

### GENERAL POSITION SUMMARY:

This is an advanced level sales engineering position that works with a regional team to assist with the design of wastewater treatment and small community wastewater collection facilities. The Regional Sales Engineer will plan, direct, coordinate with internal and external staff, and manage all activities of assigned projects to ensure company objectives for engineered systems projects are met. The position exists to grow acceptance of Orenco engineered systems solutions within a geographic territory. The Regional Sales Engineer will interact regularly with our business partners (Dealers) as well as designers, regulators, and other consultants and professionals.

The Regional Sales Engineer will provide presentations to consulting engineers, utilities, municipalities, and state/national conferences, provide extensive project management skills, funding consultation, and construction oversight and system commissioning as necessary. The Regional Sales Engineer will assist customers in determining individualized needs and recommend products appropriately, advise customers regarding equipment installation, usage, repair and maintenance, and provide quality customer service in all internal and external interactions.

### RESPONSIBILITIES:

#### Essential Functions:

- Sales Activities
  - Promotes Orenco technologies and products throughout the sales network.
  - Reviews and evaluates opportunities and makes recommendations for the use of Orenco technologies and products.
  - Attends trade shows and presents at conferences to provide exposure to Orenco technologies and products.
  - Visits engineers to present on and ascertain interest in Orenco technologies and products.
  - Works with designers throughout the selection of technology and design of projects.
  - Works with regulating entities to garner acceptance of Orenco technologies and products.
  - Trains dealers on Orenco technologies and products.
  - Works with Regional Sales teams and Systems Engineering team on development of strategy for the promotion and sale of Orenco engineered systems technologies and products.
- Market and Business Development
  - Develops specific goals for target market.
  - 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.
  - 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 assigned 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 Systems Engineering staff 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
    - 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, and Systems Engineering teams, 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.
  - Regular attendance is an essential job function for this position.
  - Performs other duties as assigned.

**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 have satisfactory driving record, maintain valid drivers license, and current insurance on personal vehicle if used for business. Must meet company insurability requirements.

**TOOLS AND EQUIPMENT:**

Calculator

Computer

Copier

FAX Machine

Ohmmeter

Printer

Vehicle

Multi-Line Phone with Intercom

**WORKING CONDITIONS:**

Office environment with occasional exposure to outside elements when traveling or conducting field work. Occasional operation of a motor vehicle and air travel.

**PHYSICAL REQUIREMENTS:**

Speaking, hearing, seeing, prolonged periods of sitting including extended time viewing a computer screen, reading, writing, and keyboarding. Intermittent physical activity including standing, walking, reaching, bending, and light lifting. Regular job duties may include unassisted lifting of 20-50 lbs. and occasionally up to 70 lbs., lifting over 71 lbs. must be assisted.

Airplane travel and operation of a motor vehicle with the ability to visit project sites that are situated on a variety of developed and undeveloped terrain/locations.

