

# Technical Sales Engineer – Water Treatment

## Job Overview:

Neo Performance Materials has an immediate need for a Technical Sales Engineer in our Water Treatment group. If you are an Engineer with a proven track record of success in technical sales/support we invite you to apply. This is your opportunity to join a growing company offering a competitive base salary, bonus structure and benefits. You will be primarily responsible for supporting our sales team in the Municipal and Industrial Waste Water Treatment Market. Our products provide a unique chemical solution for Phosphate removal that can enhance system operation and reduce total operating costs.

## Main Responsibilities:

- Work closely with current and prospective customers to understand business needs and provide technical support for resolving customer challenges
- Develop relationships with adjacent stakeholders including environmental officials, engineering firms and industry experts
- Engage in problem solving by performing system analysis, interpreting data and providing recommendations to ensure customer operations are performing at optimal levels
- Analyze technical data through oversight of bench and pilot scale studies as well as literature reviews to develop case studies, technical papers and presentations for clients and professional and trade organization conferences
- Work with manufacturing partners to enhance product quality and optimize costs

## Basic Qualifications:

- Bachelor's Degree in Engineering or Life Sciences (Biology, Chemistry, etc.)
- 1+ years of technical sales or field sales support experience
- High computer application literacy (including Microsoft Office Suite, and ability to learn internal business systems)
- Prior experience that demonstrates a strong work ethic and ability to multi-task
- History of working in a field that required autonomy and self-motivation

- Ability to travel to Customer sites as required

### **Preferred Qualifications:**

- Bachelor's degree in Civil, Environmental or Chemical Engineering
- Registered Professional Engineer or the ability to obtain PE within 12 to 18 months
- Water treatment or specialty chemical industry experience
- Excellent communication skills to work with customers, sales team, professional organizations and government entities

### **Benefits:**

- Competitive salary with bonus opportunity
- Excellent benefits
- Opportunity for growth

If you are interested and qualified, send your resume/CV to:

[hr@neomaterials.com](mailto:hr@neomaterials.com)

Deadline for applications is Friday, June 15, 2018.

Neo Performance Materials is an Equal Opportunity Employer.