



Sales Development Manager – Water Treatment

Job Overview:

Neo Performance Materials has an immediate need for a Sales Development Manager in our Water Treatment Business. If you are a Water Treatment Professional with a proven track record of success in developing sales for water treatment chemicals and/or process solutions, we invite you to apply. This is your opportunity to join a growing company offering a competitive base salary, bonus structure and great benefits. You will be responsible for driving business growth and profitability in the Municipal and Industrial Waste Water Treatment Market. Our products provide a unique chemical solution for Phosphate removal that enhances system operation and reduces total plant operating costs.

Main Responsibilities:

- Work closely with current and prospective customers to understand business needs and develop customer specific value propositions to drive business acquisition
- Role requires a self-directed, results-oriented professional with technical aptitude, strong consultative sales skills and experience to qualify customer needs and develop sales opportunities to increase product sales and profitability
- Develop relationships with adjacent stakeholders including state and local environmental officials, engineering firms and industry experts
- Use available industry resources to identify potential opportunities for new business based on local and regional environmental regulatory changes
- Work with the technical team to develop case studies, technical papers and presentations for water treatment market conferences
- Develop and achieve business growth and profit objectives to support our 5-year plan to achieve market share targets
- Work with channel partners as appropriate to achieve growth and profit objectives by reaching potential customers that are not direct sale candidates

Basic Qualifications:

- Bachelor's Degree in Engineering or Life Sciences (Biology, Chemistry, etc.)
- 5+ years of professional experience in the specialty chemical or water treatment market
- Proven expertise in developing new business and achieving profitable growth for a new product requiring a technical/consultative sales approach
- Experience developing business proposals that highlight a compelling value proposition to the key decision maker

- 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
- Excellent communication skills to work with customers, management team, professional organizations and government entities
- Ability to travel 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

Deadline for applications is Monday, September 30, 2019.

Neo Performance Materials is an Equal Opportunity Employer.