

Job advertisement

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Technical Sales Representative

- Help solve global fresh water-quality problems.
- Self-starting technical sales role for an innovative and collaborative water science specialist with proven success in building customer confidence and solving customer problems.

Applicant information	
Term	Permanent
Location	Midwest or Florida ideally, though other locations considered
Position reports to the	Commercial Lead – North America
Applications close	
Applications and enquiries	To apply or for further details, please contact Harry Knight ph. 256.509.5491 or HKnight@phoslock.com.au

About PET (Phoslock Environmental Technologies)

Phoslock Environmental Technologies Limited (ASX: PET) specialises in engineering solutions and water treatment products to remediate polluted lakes, rivers, canals and drinking water reservoirs.

Headquartered in Melbourne, PET has offices in Brisbane, Beijing, Bremen (Europe) and Manchester (UK). PET also has registered entities in Canada, USA and Belgium, and manufacturing operations based in Changxing, China. PET is represented by licensees, distributors and agents in numerous other countries including HydroScience in Brazil.

Phoslock® is a proprietary and unique water treatment product that permanently binds excess phosphorus in the water column and sediments.

Phoslock is certified for use in drinking water in North America, Europe, Brazil, Australia, and China. Along with Phoslock, PET also supplies zeolites and specialised solutions that address water pollution issues.

www.phoslock.com.au



About the role

The newly-formed positions of Technical Sales Representative (2 roles) expands PET's reach in the North American market. The customer base consists of lake managers and other water body managers and custodians including government, private entities and corporates; as well as their advisors and partners including distributors and environmental companies. The main purpose of the position is to develop relationships, understand their unique situation and challenges and codevelop tailored technical solutions that sustainably manage excess nutrient problems and improve water quality and environmental outcomes.

Reporting to the Commercial Lead USA and with the support of PET's global aquatic science and product solutions team, the main responsibilities of the Technical Sales Representative are:

- Scan the horizon for opportunities, investigating water bodies with excess nutrient problems.
- Engage with lake managers and others to understand their needs and technically assess the situation.
- Develop technical solutions tailored to each customer's unique requirements.
- Continue to manage the relationship and the solution: reporting progress, reassessing changes in the environment and making adjustments over time as required.
- Grow and manage the sales pipeline
- Educate industry about PET's unique product advantages, representing PET professionally and enthusiastically.
- Make customer presentations and attend trade shows and conferences.

This role involves travel across North America. The initial focus will be on opportunities in the Midwest and Florida, through expanding across the continent as we have identified significant need for PET's unique remediation solutions that are kinder to the environment than alternatives. The role will be expected to travel 40-60% of the time to work on site with customers, actively solving their lake and water body management problems and developing strong partnerships.

A competitive salary is available, considering skills, experience and potential.

About you

We are looking for an innovative and practical problem solver with a minimum 5 years' experience in water science. Your background may be in limnology, aquatic plant management, or water management.

You are passionate about restoring fresh waterways and ecosystems and look for opportunities to advocate and educate others about PET's unique product attributes in the field.

You resonate with our 3C's culture of Care, Collaboration and Being Courageous and contribute to the development of our growing global team.

A current driver's license is required.