



## **Internal & External Job Posting**

<b>Posting Opened:</b>	June 4 <sup>th</sup> , 2021
<b>Posting Closes:</b>	Posted until filled
<b>Position:</b>	Aftermarket Sales Leader
<b>Department:</b>	Aftermarket
<b>Location:</b>	Oakdale, PA or Brockville, CA
<b>Reports To:</b>	VP, Sales, Engineered Solutions

## **Company Description**

Newterra is a leading provider of modular water, wastewater and groundwater treatment solutions to the resource, power generation, industrial, private development and municipal markets. With its suite of patented technologies and capabilities that include design, engineering and manufacturing in its own facilities, Newterra maintains control over the high quality and on-time delivery of its systems. Operations in Canada, United States, and Germany allow Newterra to address the needs of clients on a global basis. For more information, visit [www.newterra.com](http://www.newterra.com).

Newterra is an equal-opportunity employer dedicated to attracting talented people who share these goals and ideals. If you thrive in an environment that rewards rolling up your sleeves, thinking beyond the status quo, and doing what it takes to deliver innovative solutions, we'd like to talk to you.

## **Summary of Position**

Reporting to the VP, Sales for Engineered Solutions (ES) the Aftermarket Sales Leader is responsible for achieving the Aftermarket Revenue and growth goals established by the corporation. The ES Aftermarket Sales Team Lead is responsible for the Aftermarket Sales Team and reporting pipeline, orders and other relevant data to the VP, Sales.

This individual will develop, support, and coach the Aftermarket Sales Team to ensure their success in achieving their sales quotas. In addition to leading the sales team the ES Aftermarket Sales Lead is responsible for the ES Rentals portion of the business.

The Aftermarket Sales Lead will understand the products and markets in the Aftermarket portfolio and develop a strategy for continued growth in the division.

## **Duties and Responsibilities**

- Achieve annual sales targets as established by VP Sales
- Recruit, train and coach the Aftermarket Sales Team as needed
- Develop and implement a strategic plan to gain market share and defend installation bases
- Set sales targets for the Aftermarket Sales team and motivate the team to achieve those targets
- Prepare sales reports for management on a weekly and monthly basis
- Ensure Aftermarket Sales Team maintains accurate and up to date information on all opportunities and customer contacts in the CRM
- Support the team in closing deals including positioning our proposal to win, overcoming objections of perspective clients, and negotiation of executed purchase order
- Maintain an up to date knowledge of competitor's products for comparison.
- Support Newterra personnel as required for closing out customer issues such as field troubleshooting and payment.



- Attend periodic sales training where applicable.
- Proposal generation responsibilities may be part of the role on an as needed basis.
- Responsible for performing duties in a safe manner and promoting safety to others in accordance with Newterra's safety policies and procedures. This includes reporting all safety concerns, near-misses and incidents to their Manager
- Adhere to the company processes as detailed in Newterra's Business Management System (BMS) and bring forward ideas for continuous improvement
- Responsible for completing all assigned training applicable to your position in the appropriate timeframe.
- Help define, quantify, and ultimately achieve Newterra's "gap entitlement"

### **Experience and Skills Required**

- Bachelor's degree in a science or engineering-related field or business required. Relevant experience will also be considered
- MBA Preferred
- Minimum of (3) three years in a leadership role
- Three (3) years of work experience in a technical sales capacity or related position in the water industry
- Demonstrated ability to lead sales professionals in a growing business, ensuring sales quotes are achieved
- Experience in Aftermarket (i.e. rentals, carbon, spare parts) an asset.
- Experience in water filtration specifically related to granular activated carbon and filtration media exchange is an asset.
- Desire and ability to accommodate some travel (15% - 20%)
- Exceptional verbal communication and presentation skills.
- Excellent listening skills.
- Strong written communication skills.
- Self-motivated, with high energy and an engaging level of enthusiasm.
- High level of integrity and work ethic.

***\*\*Candidates must be legally entitled to work in Canada or United States as applicable\*\****

If you're interested in applying, please submit your resume to [ddybala@newterra.com](mailto:ddybala@newterra.com) including the position title in the subject line.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status. If you require accommodation due to a disability at any time during the recruitment and/or assessment process, please contact Human Resources and we will make all reasonable efforts to accommodate your request.

*We sincerely thank all applicants for their interest but will only contact those under consideration.*