



## **Newterra is looking for an Industrial Regional Sales Manager!**

Our Industrial Regional Sales Managers (RSM's) are our **face to our customers**. You are the **first impression**. You are the **trusted partners** in helping our customers develop solutions delivered by Newterra.

RSM's are **competitive** and **highly motivated**. You **want to win** every opportunity. You are **charismatic** and have an ability to **communicate** with any level in an organization. You have **good working knowledge** of your markets and technologies and can quickly **build strong relationships**. You are **curious** by nature and are an **empathetic listener**.

We are currently looking for Regional Sales Managers to lead our Heavy Industrial focus in the North America in the following locations:

- South-Central & South-Eastern USA

The position will focus on the applicable markets and build our pipeline for further growth.

### **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 and the United States allow Newterra to address the needs of clients.

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. For more information, visit [www.newterra.com](http://www.newterra.com).

### **Summary of Position**

This sales position is responsible for growing sales of water and wastewater treatment plants for the Food & Beverage (Wastewater), Pharmaceutical (Wastewater), Agriculture, Power, Oil & Gas, Chemical Processing and Biofuels markets. We are looking for highly capable candidates with a track record of success that would be very motivated by a completely uncapped commission plan.



### **Products & Applications:**

- Wastewater treatment & reuse
- Deaerators ranging from 10,000 to 1,000,000 lbs. per hour
- Boiler feed, demineralization and condensate polishing systems
- Aeration equipment
- PFAS treatment
- Custom water or wastewater treatment plants utilizing multiple treatment technologies including Ultrafiltration, Membrane Bioreactors, Reverse Osmosis, Ion Exchange, GAC, Ozone and others

### **Duties and Responsibilities**

- Generate orders in target markets that support the company's goals;
  - Hunter's approach to developing business with warm and cold relationships
  - Detective's objective approach to listening and uncovering information, facts and customer needs
  - Positioning our solutions as basis of design in technical specifications
  - Qualify bid proposal requests commercially and technically
  - Rationalize competitive intel on deals and develop winning strategy
  - Ask for order and negotiate acceptable order terms
- Work with Marketing to develop territory marketing campaigns
- Act as the liaison between customers and the internal teams ensuring end customers' requirements are met
- Intimate knowledge of market and customer drivers (economic, regulatory, technical)

### **Core Experience and Skills Required**

- Bachelor's Degree in a technical field such as Chemistry, Chemical or Mechanical Engineering, Environmental Science or similar is required. Relevant technical sales experience will be considered
- Proven work experience in above markets and technologies
- Minimum of 5 years' experience in technical sales in the water treatment industry
- Availability and willingness to travel as needed (typically 35-50%)
- Valid Driver's License and clean driving record

### **Other Desired Skills, Abilities and Traits**

- Existing contacts in above markets, an existing pipeline of projects would be a bonus
- Disciplined, accountable, and responsible
- Capable of asking difficult or unconventional questions
- Strategic – Capable of surveying and analyzing the competitive landscape
- Entrepreneurial
- Analytical and Organized

***\*\*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 [kkyriakis@newterra.com](mailto:kkyriakis@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.*