



JOB DESCRIPTION

Job Title: Sales Representative

Department: Sales

Reports To: VP, Sales

FLSA Status: Exempt

SUMMARY:

Generate orders in target markets that support the company's goals.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

1. Prospecting with warm and cold targets, Getting our products and specified, Qualify Request for Quotations (RFQs) commercially and technically, and Rationalize competitive intel on deals and develop winning strategy.
2. Maintain and assist with growing Newterra's market presence in the US and Caribbean for decentralized water and wastewater treatment systems.
3. Assist with finding new areas of opportunity to increase Newterra's presence in new and emerging markets for Industrial, Municipal, and Private Development sectors.
4. Research and develop channel partners in the water and wastewater industry across all business sectors including Engineering, Construction, and Operations.
5. Act as the liaison between customers and the internal teams ensuring end customers' requirements are met.
6. Sell directly to clients. Must have experience with the following in order to complete the above-mentioned tasks:
 - a. Sales experience in the water market
 - b. Experience working with General Contractors
 - c. Capable of surveying and analyzing the competitive landscape; Ability to represent and provide presentations at selected industry conferences.
 - d. Experience with various alternative contracting methods such as Design Build, Design Build Own Operate.

OTHER DUTIES AND RESPONSIBILITIES:

- Cultivates and develops positive working relationships with customers, team members, and Newterra's personnel.
- Adhere to the company processes as detailed in Newterra's Business Management System (BMS) and bring forward ideas for continuous improvement.
- Responsible for performing duties in a safe manner and promoting safety to others in accordance with

The information listed above is not comprehensive of all duties/responsibilities performed. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the position. This job description is not an employment agreement or contract. Management has the exclusive right to alter this job description at any time without notice.



Newterra's safety policies and procedures. This includes reporting all safety concerns, equipment malfunctions, near-misses, and incidents to their Manager immediately.

- Adhere to the company processes as detailed in Newterra's online systems and programs and bring forward ideas for continuous improvement.
- Complete all responsibilities while ensuring adherence to Newterra's Delegation of Authority.

MINIMUM QUALIFICATIONS:

- Requires a Bachelor's degree or foreign equivalent in Business, Science, or a related field of study, and one [1] year of experience in Sales or related occupation.
- In the alternative, no education and three [3] years of experience in the above-mentioned field is required.

OTHER:

- Option to work from home is available.
- Travel required - Approximately 20%-30% to the Southeast region of the U.S. and the Caribbean Islands.

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