

SePRO CORPORATION JOB DESCRIPTION

Job Title: *Technical Sales Specialist*

Department Name: Sales

Supervisor Title: *Regional Sales Manager*

Territory: Alabama, Arkansas, Mississippi, Louisiana, Western Tennessee

JOB SUMMARY

This is an excellent opportunity for a person with strong technical and business development skills as well as knowledge of the aquatics market. Under the direction and periodic review of the Regional Sales Manager, the *Technical Sales Specialist* is primarily responsible for managing sales, customers, projects, assisting with market and field development activities, and providing technical stewardship of SePRO's aquatic technologies in the territory.

PRIMARY RESPONSIBILITIES

- 1) Use technical knowledge, sales, and communication skills to gain support and growth of SePRO's aquatic technologies.
- 2) Build and maintain relationships to promote, sell, and steward SePRO solutions that are aligned with territory and organization objectives.
- 3) Provide technical training and seek value co-creation with customers including; government and regulatory agencies, aquatic resource management professionals, aquatic applicators, lake associations, distributors, extension agents and consultants.
- 4) Introduce and represent SePRO at industry meetings, training events and other end-user outreach opportunities.
- 5) Communicate customer and development initiatives effectively within the organization using CRM database software and other company platforms.

The candidate must have the ability to travel daily within the territory with expected routine overnight travel (2-3 nights a week) for product stewardship, technical support, and other sales related efforts.

Education, Qualifications and Experience

- Bachelor's degree (4-year college or University)
- Experience in aquatic resource management
- Computer proficiency with Microsoft Office Suite
- Excellent driving record
- Excellent presentation and communication skills
- Strong organizational and time management skills

KNOW-HOW

Technical and Functional Knowledge/Skill Abilities —Ideal candidates will have experience in a discipline related to sales, aquatic plants and algae, aquatic resource management, and/or another related applied science field. Applicant should have good computer skills. Personal characteristics of initiative, drive, organization, and attention to detail are important. Candidate should possess excellent verbal, written and listening skills to manage market opportunities and technical issues. The ability to manage changing priorities and multiple projects at one time is necessary. The desirable individual is innovative and able to work within a budget.

This individual will also need the following:

- Demonstrated ability to negotiate win-win strategies, conflict resolution and handling objections by taking initiative and finding creative solutions

- Demonstrated ability to get desired results by following agreed upon plans
- Demonstrated ability to identify and use effective methods for collecting, interpreting and communicating market, customer, and competitive data
- Demonstrated ability to work independently with minimal supervision
- Business acumen with a customer focused approach
- Strong organizational and time management skills

Human Relations — The position requires good communication skills, as there is continuous interaction with customers, cooperators and SePRO marketing, sales, technical and regulatory teams. The ability to maintain excellent professional relationships is equally important.

ACCOUNTABILITY

Freedom to Act — Business strategies are agreed upon at the SePRO Management Level with input from others within the organization. The work needed to implement these strategies and other responsibilities is carried out with minimal, but routine consultation with supervision. Candidate must be adaptable, trustworthy, detail oriented, enthusiastic, organized and reliable.

Impact — Results are measurable in meeting timelines and resultant impact on meeting business goals. The individual has a direct impact on results and on success and growth of the organization.

Send resumes to:

SePRO Corporation
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