

Title: *Technical Specialist*

Business Unit: *Aquatics*

Supervisor Title: *Regional Sales Manager*

Territory: *IA, IL, MN, MO, MN, WI*

Preferred Location: *WI or IL*

OVERVIEW

Does protecting and restoring water interest you? Do you have a passion for helping customers solve problems through engagement and innovation? If so, this is an excellent career opportunity for a professional with strong technical and business development skills as well as knowledge of the aquatics market. The *Technical Specialist* is responsible for consultative sales and technical support of key customer accounts, assisting with market and field development activities, and providing stewardship of SePRO's aquatic technologies.

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; aquatic resource management professionals, government resource managers, regulatory agencies, and consultants.
- 4) Introduce and represent SePRO at industry meetings, training events and other 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 (1-3 nights a week) for product stewardship, technical support, and other related activities.

EDUCATION, QUALIFICATIONS and EXPERIENCE

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

KNOW-HOW

Technical and Functional Knowledge/Skill Abilities —Ideal candidates will have experience in a discipline related to sales, aquatic plants and algae, water quality, aquatic resource management, and/or another related applied science field. 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 work with a team, 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 established through a collaborative effort. 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.

SePRO Corporation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.