Core Responsibilities and Tasks

Pipeline Management

- Build relationships with consulting engineers, contractors and owners.
- Maintain and manage all project opportunities in CRM System. Maintain pipeline accuracy.
- Analyze the pipeline to identify the key projects in your region. The TSE is responsible for regular calls, meeting summaries, driving the completion of all action items, and driving a strategy into the bidding of the project.
- Become the point of contact with the Representative for any projects involving the technology assigned to the TSE.

Technical & Value Based Selling/ Bidding

- Responsible for the technical solution development following adequate discovery. Prepare budgetary proposal and pricing for project. Develop a competitive strategy at this initial project stage. Design the technology assigned from the basic design through complex applications. Prepare designs, proposals and provide a solution to the customer. Complete working knowledge of the technology design and operation is required.
- Pre-Bid Plan and Specification (and bid form) review.
- Maintain tools for the product including the design spreadsheet, product specifications, drawings, pricing and existing automation tools.
- Prepare detailed specifications and drawings for projects entering final design. Discuss design details with Customer, Technical Sales Manager or Rep, as needed, to qualify our design and assist in the customer solution. Prepare all responses for Plan and Specification reviews prior to bidding at the request of the Engineer or Owner.
- Prepare final commercial proposal, estimate the product bid price and review the previous scope and pricing to assist in the final pricing strategy.
- Support and be the point of contact for the transition from bid to Order Execution (OE) for each project won.
- Conducts product equipment inspections.
- Typically manages independent Manufacturers’ Representatives.

Planning & reporting

- Build a plan for customer visits, upcoming bids, pipeline, bookings against target, etc.
- Participate in an annual strategy session that sets the targets for the product, develops sales strategy by region, decides actions required for growth and outlines the timing.
- Report monthly to the Technical Sales Manager for all sales metrics, including the strategic actions, and Sales KPI’s.
- Proactively develop a plan for regions with the greatest drivers for the technology assigned. Promote the technology in a region through technical workshops, trade show papers, operator shows, brown bag seminars, Rep training, Webinars, etc.

Complexity and Customer Engagement
• TSE is expected to work mostly on single product lines within their assigned product lines.
• Significant knowledge of other products – other than the core product - within the assigned product lines is expected
• A balance between bidding/proposal writing and customer facing time is expected

POSITION REQUIREMENTS

1. FORMAL EDUCATION: An engineering degree in Environmental, Chemical or Mechanical Engineering is required. Direct work experience in the municipal wastewater market may be substituted for the engineering degree if sufficient in length and exposure to the market.

2. KNOWLEDGE & EXPERIENCE:
   1. Knowledge of wastewater treatment systems and technologies
   2. Ability to become a technology expert in 2-3 core technologies
   3. 3-5 years of related experience is preferred
   4. Highly organized and responsive
   5. Strong communication skills to interact with customers
   6. Demonstrates knowledge of sales concepts and practices, product line sales management, channel partner management and customer requirements and needs

Resumes can be sent to jaclyn.kachinski.ext@evoqua.com or the candidate can apply online at evoqua.com to position 9163.