

Date Posted: 12 March 2010

Function: Sales - Client, Account and Affiliate Origination and Management

Business: Power & Water

Career Level: Experienced

Location: United States

About Us: WWW.ACSWIN@ACSWIN.COM

Role Summary/Purpose

The Sales Representative is responsible for the effective and profitable management of the sales and service function of his/her assigned territory. In this role you will develop and execute sales plan to meet and/or exceed funnel and communicate regular sales forecast.

Essential Responsibilities

- Integrate with regional teams and other ACSWiN™ businesses to develop new sales opportunities
- Identify and cultivate strategic relationships at all levels of customer / distributor organization
- Conduct sales and training presentations to customers- distributors, OEMs and end users
- Drive, Promote & Support of all ACSWiN™ Legal Compliance & due Diligence
- Focused responsibility on all 3rd party Distributor Agreements OEM / System Integrator Agreements & Non-Disclosure Compliance
- Maintain and grow existing Elite Distributors and strategic partners while prospecting new potential indirect opportunities
- Coordinate support resources to maintain and grow existing accounts
- Close orders and assist with order completion and fulfillment
- Communicate needs for growth and success within territory
- Manage effective pricing and margin for territory to insure strong profitability
- Communicate and resolve customer issues
- Manage time and budget within a multi-state territory with minimum supervision

Qualifications/Requirements

- Bachelors degree or minimum 4 years industry experience
- Minimum 5 years of Sales experience

ACSWiN™ will only employ those who are legally authorized to work. Any offer of employment is conditioned upon the successful completion of a background investigation and drug screen.

Desired Characteristics

- Possess a great passion for selling and winning
- Demonstrated sales / people skills and/or aptitude with proven sales record.
- Successful track record penetrating new accounts and markets
- Proactive prospecting and negotiations skills
- Solid technical background
- Comprehension of selling through Indirect channels (Distributors, OEM's and other 3rd Parties)
- Computer skills: Microsoft Outlook, Word, Excel, and Power Point and certain ACSWiN™ software.
- Willing to work independently (after proper training) and be a self-starter.
- Possess solid communication skills (written and verbal)
- Frequent overnight travel within assigned territory.
- Always work with INTEGRITY and have personality traits that include tenacity, perseverance, empathy and a can-do, positive attitude
- In-depth Water and Process industry knowledge in Filtration, Separation and RO Equipment Products
- Technical and business process knowledge
- Engineering bachelors degree
- The territory this role is responsible for is the Mid-Atlantic and New England.
- Locations that will be considered for this role are Delaware, Pennsylvania, New Jersey, New York, Connecticut, Rhode Island, Vermont, New Hampshire, Massachusetts, and Maine