

July 15, 2024

Engineering/Sales Representative

Job Type: Full-time, salaried, exempt. Market Rate Salary range based on experience and skill level. Paid time off and generous benefits package. Flexible hours offered.

Who We Are: An Award-Winning Team

[AVANTech, LLC](#) solves some of the most challenging problems in the water industry – from being first responders to the [Fukushima Nuclear Plant](#) meltdown to implementing patented first-of-its-kind technology. We are a leading provider of innovative water processing systems tailored to the industrial market. Our cutting-edge solutions ensure efficient and sustainable water management for various industrial applications, ranging from manufacturing to production. Our projects include industrial water recycling and cleaning up legacy cold war wastewater at government sites. AVANTech's goal is to improve the environment around us and support our clients with innovative sustainable water treatment solutions.

Benefits of working with AVANTech:

- Competitive salary and performance-based incentives
- Comprehensive health benefits package
- Retirement savings plan with employer match
- Opportunities for career advancement and professional development
- Collaborative work environment with a focus on innovation and continuous improvement
- Generous paid time off and holidays

Position Overview:

We are seeking a dynamic individual to fill the role of **Engineering/Sales Representative**. This position will be a unique blend of engineering and sales expertise, with a focus on promoting our water processing systems to industrial clients nationwide. The ideal candidate will possess a strong technical background in engineering, combined with excellent communication and interpersonal skills to effectively engage with customers and drive sales growth.

Responsibilities:

1. Engineering (60%)

- Identify and develop innovative solutions to client problems. Prepare conceptual solutions with the associated P&IDs for proposal purposes.
- Collaborate with the engineering team to understand the technical aspects of our water processing systems, including design, operation, and maintenance requirements.

- Provide technical support to customers, including system troubleshooting, optimization, and customization based on their requirements.
- Stay updated on industry trends, technological advancements, and regulatory standards related to water processing systems.

2. Sales (40%)

- Develop and execute sales strategies to drive revenue growth and achieve sales targets within the industrial market segment.
- Identify and prospect potential clients, including industrial plants, manufacturing facilities, and other relevant enterprises.
- Conduct product presentations and demonstrations to showcase the features, benefits, and value proposition of our water processing systems.
- Build and maintain strong relationships with clients, understanding their needs and offering tailored solutions to meet their water management challenges.
- Prepare proposals, negotiate contracts, and close sales deals in collaboration with the sales team.

Qualifications:

- Bachelor's degree in Engineering; Chemical Engineering degree preferred.
- Minimum of 5 years' experience.
- Proven experience in engineering roles within the water treatment or related industry.
- Strong technical aptitude with the ability to understand complex engineering concepts and articulate them to non-technical stakeholders.
- Demonstrated success in sales or business development, preferably within the industrial sector.
- Excellent communication, presentation, and negotiation skills.
- Self-motivated and results-oriented, with a drive to succeed in a dynamic and fast-paced environment.
- Ability to travel as needed to meet with clients and attend industry events.
- All candidates must be able to pass drug test, pre-employment physical, and possible background investigation.

To Apply: Send resume, cover letter, and salary history to: swilson@avantechllc.com.

AVANTech is an Affirmative Action/Equal Opportunity Employer