

Position: **Territory Sales Representative (Sales – Through Wholesale and Direct to Dealer)**
Location: **Appleton, WI**
Reports to: **Regional Sales Manager**
Hours: **Full time**
Website: www.Water-RightGroup.com

Are you seeking a position with a stable and profitable company, where you can be a member of a high energy, family oriented team? Then Water-Right is the company for you. Our growing business is hiring a Territory Sales Representative for the South East United States territory. The successful candidate will be responsible for establishing contact with existing customers, identifying new opportunities, and support company growth initiatives. If you have experience in technical sales, training and customer support, then we will help expand your career... we want to hear from you!

Water-Right, Inc. serves very select markets of the water treatment industry. Our primary focus is to offer the best solutions for the end consumers water treatment needs while developing superior products and resources to support our Wholesale and dealer network customers. We provide “value-added” products, tools, and business programs designed to best assist the customer in growing a successful business.

Scope of Responsibility:

Work with the Regional Sales Manager to best understand company initiatives and develop a plan of action that supports the goals of the region. Professionally educate a variety of branded water treatment products and services as well as sales and marketing materials developed by Water Right to new and existing customers.

Essential Duties and Responsibilities

- Able to collaborate directly with existing and potential customers, to achieve the company sales and marketing objectives and ensure the products and brands are progressing in alignment with 'over-all' company initiatives
- Educate and train the customer on all Water Right residential and commercial water treatment products with the utmost level of competencies...in the area of technical sales, application, installation and service
- Call on wholesalers and key trades contractors – plumbers, well drillers, pump installers and water treatment professionals, to influence the purchases of Water Right products and services
- Work special events, Regional and National industry shows, supported by the branded product lines
- Effectively manage working with on-time expenses and company operating system
- Generate sales reports each week for team reviews
- Take an active and supportive role with training for our customers at company hosted schools
- Work with wholesalers to ensure branch staff have all relative knowledge and resources available to successfully sell and promote Water Right products
- Support Professional Level Dealers with on-site technical and resource trainings
- Meet sales and expense objectives outlined in the annual budget
- Assist dealers and wholesalers with water treatment applications and provide field support when needed
- Submit weekly activity logs to Regional Sales Manager
- Participate in reviews and planning sessions to gauge progress, overcome challenges and review opportunities
- Follow up on leads, inquiries and customer issues in a timely manner

Requirements

- Minimum 3 years of water related trade experience
- WQA Certification is a plus
- Travel 50 - 75% of the time
- Excellent verbal and written communication skills with proficiency in:
 - Microsoft Office – Word, Excel, PowerPoint and Outlook
- Valid driver's license and ability to operate company owned vehicle
- Ability to plan, meet timelines, handle multiple tasks and work collaboratively
- Goal oriented with proven success in exceeding targets

Benefits

Water-Right is a growing company that offers a competitive benefits package after 60 days to all full-time employees, such as health, dental and vision insurance, life insurance, PTO time, HSA account, Flexible Spending Account, and inter-company events and programs. 401K contributions are available after the first year of employment. Additional benefits, such as bonuses, are typically paid at the discretion of management and are based on company performance.

To Apply

Please mail or e-mail your resume to:
Water-Right, Inc.
Attention: Luke Java
1900 Prospect Court
Appleton, WI 54914

E-mail: luke.java@water-right.com

On-Line:

You can upload your resume on our [website](#).

LEARN MORE

To find out more about Water-Right Group companies, brands, innovations, and markets, visit our company website at www.water-rightgroup.com

"If you're hard working and thrive in a fun and challenging environment, consider Water-Right."

Kurt Gruett, President