



Engineered For Your Success

Flottweg Separation Technology, Inc. is currently looking for professional and skilled employees to meet the constant challenges of our industry.

**Position:** Sales – Municipal and Industrial Wastewater, West Territory

**Location:** Remote

**Position Type:** Full Time

**Compensation:** Salaried, Exempt; Commission

**Reports To:** Sales Manager

**Purpose:** Sell horizontal centrifuge separation equipment within respective market vertical.

**Primary Responsibilities:**

- Responsible for municipal and industrial wastewater projects within defined territory. The West Territory shall include the states and territories west of the Mississippi River, with the following exceptions:
  - The eastern half of Missouri is in the East Territory
  - Western Tennessee and all of Mississippi are included in the West Territory.
  - The five counties in NW Wisconsin that border Minnesota are included in the West Territory.
- Manage sales representative network, including hiring, terminating, and training.
- Manage, qualify, and respond to sales leads in a timely manner by ensuring sales representatives are engaged in their territories and aware of upcoming projects.
- Travel with reps to make sales calls and presentations to municipalities, engineers, contractors, etc. to demonstrate Flottweg's advantages and ensure specifications allow Flottweg to offer their strongest solution.
- Work with Application Engineering during bid process to ensure Flottweg's questions are answered to provide an accurate, timely bid, and contractor questions are answered so the scope is clearly understood.
- Negotiate contracts for equipment purchases.
- Provide the requisite information necessary to enter orders accurately and track the progress of projects from order to delivery and start-up.
- Be proficient in the capabilities, features & benefits of the Flottweg product line and develop the capacity to select equipment for various applications.
- Be proficient in the capabilities, features & benefits of products manufactured by key competitors.
- Develop strategies with equipment reps to generate leads and close new business.
- Attend market specific trade shows as required.
- Technical support to customers, sales representatives, and OEM's.

- Maintain Leads and Opportunities in CRM, keeping entries up to date and account information accurate.

**Additional Responsibilities:**

- Provide support to Marketing to aid in the creation of advertising and trade show materials.
- Coordinate with Aftermarket on the diagnosis and troubleshooting of equipment problems in the field.
- Support other Markets in nearby geographic territory as requested.
- Support and communicate with Flottweg SE (FWSE, Corporate HQ in Vilsbiburg, Bavaria, Germany), Engineering and Aftermarket.
- Travel with fellow colleagues from FWSE periodically to key accounts.
- Travel to FWSE periodically for training.

**Qualifications:**

- BS in Engineering, or previous technical experience in a similar field
- Energetic and ambitious
- Detail oriented and responsive
- Excellent written and oral communication skills.
- Ability to handle projects that are time critical and ever-changing is essential.
- Self-starter, disciplined, team player, professional appearance and proactive.
- Proficient in Microsoft Office.

**Eligibility:**

- Must be legally authorized to work in the United States.
- Must be able to travel in North America and Europe as required (<25%)

If you are interested and qualify for this position, please send resume to David Cifuentes ([dcifuentes@flottweg.net](mailto:dcifuentes@flottweg.net)).