



Positions Open

Manufacturer's Rep

Do you want a career job with great rewards and potential for growth? We are looking for a few enthusiastic, self-motivated and customer focused people to help develop our Western U.S. region. Sweetwater Technologies is a well-established, 21 year-old and still growing company providing solutions for water treatment problems throughout the USA for over 20 years. If you are self-motivated and enjoy working independently; if you like to travel and would enjoy assisting new and existing distributors; and have your B.A. or B.S. (preferably in earth sciences or chemistry), you are invited to contact us for more information. Salary range \$35,000 to \$70,000+ annually depending on experience. Visit our website today at www.Sweetwatertech.com or email humanresources@sweetwatertech.com for exciting career opportunities.

Please send your resume or inquiry to:

Claire Hermreck at Claire@sweetwatertech.com, or FAX to 951-344-8388

Manufacturer's Representative – Western U.S.

Summary

Our Manufacturer's Representatives are key to the growth and success of Sweetwater Technology. They are our face within the water treatment community, responsible for developing long-term relationships and increasing sales revenue with both new and existing customer/distributors. Representatives should be highly motivated and self directed. They should enjoy meeting people. A warm, self confident and customer-centric attitude is essential in promoting and selling company products.

Essential Duties and Responsibilities

- Develop and maintain a distribution network within sections of a defined territory.
- Promote Sweetwater's product line consisting of corrosion inhibitors, coagulants and flocculants used in the treatment of potable water supplies.
- Increase sales to new and existing customer/distributors, meeting or exceeding goals set in conjunction with the General Manager.
- Demonstrate company products, in smaller group settings, to key decision makers.
- Conduct training seminars within each distributor's territory to show customers and prospects the advantages of Sweetwater's products.
- Train distributors in product capabilities and usage.
- Provide distributors with product sales materials and contact them regularly to keep inventories supplied.
- Travel extensively throughout the western U.S.

- Attend industry trade shows, in various parts of the U.S., to participate in manning booths and to present products and promote the company to conference attendees.
- Attend company meetings in various locations.
- Keep up-to-date on industry trends and specific product knowledge.
- Report to the General Manager on a weekly basis using prescribed reporting forms.
- Maintain current customer/distributor information and contact logs on company systems.
- Maintain up-to-date sales prospect lists with contact logs.
- Maintain accurate records of sale calls and report accurate records for payroll in a timely manner.
- Maintain inventories of sales materials, ordering additional materials in time for reasonable delivery.
- Maintain and provide accurate mileage/expense records on a monthly basis.

Knowledge Required

College degree required, preferably in earth sciences. Some knowledge of chemistry and ideally the treatment of potable water preferred.

Additional Requirements

- Basic math skills are required.
- Able to easily create, maintain and send by email Excel spread sheets and MS Word documents.
- Confident with laptop and projector usage.
- College level spelling, grammar and writing skills.
- Clear drivers' license.
- Home location to be near a major airport, preferably in the western part of the USA.

Physical Demands

- Most work activities are done outside of the office.
- This position requires the ability to sit and drive for long distances in cars or on planes, and to easily lift and carry demonstration materials, or booth materials, from the car to presentation locations.

Dress Code

To properly represent the company, Manufacturer's Representatives will appear well groomed, wearing business casual clothing that is clean and ironed. Company supplied golf shirts with kakhi slacks and leather shoes are typical.

Other Job Characteristics

- This position is an exempt position with an annual salary plus bonuses based on merit. It may require time spent in addition to the normal 40 hour non-exempt work week. Additional time may be spent on weekends or evenings, especially in traveling to meet schedules.
- Job requires safe and reliable vehicle for long distance traveling. Employee must provide proof of auto insurance indemnifying company. Mileage expense is reimbursed

Job Analysis Relationships With Others

- Works closely with general manager and customer/distributors
- Adapts easily to changing priorities and processes
- Is socially bold and not intimidated in group settings
- Prefers to lead an independent and self-directed life while being accommodating to others' wishes.
- Is self controlled with a strong sense of duty to the company. Able to set aside his own wishes in order to meet responsibilities.
- Respects rules and regulations
- Is able to speak and express thoughts clearly, respectfully listen and be persuasive when appropriate

Decision Making

- Uses good judgment and problem solving skills when interacting with staff and customer/distributors
- Uses good judgment in determining the course of action after presentation
- Determine when outside help is needed
- Ability to analyze and suggest improvements related to presentations and sales.

Information Processing

- Ability to work with frequent interruptions
- Read material of a moderately technical nature
- Manages time effectively to plan and complete required work and meet goals
- Set and revises priorities as needed