

Position Title	Waste Water Treatment Plant Sales
Category	Sales
Job#	2019003
Company	Fab-Tech, Inc
Location	Southeast Region
Date Posted	02/13/2019
Type	Full time

Critical Process Systems Group (CPS) is a group of manufacturing and design companies providing innovative product solutions to the semiconductor, life science, chemical processing, gas systems, wastewater, mining, power generation and other industries. We provide a broad range of products & services including liquid, chemical, and gas storage, blending, and delivery control, pre-fabricated high purity process utility modules, corrosive fume exhaust duct, and airflow control devices. With the breadth of our product offerings and engineering capabilities we can offer broad turnkey solutions or targeted niche products depending on our customer's needs and desires.

This position is with our company **Fab-Tech**, which manufactures PermaShield Pipe (PSP®), a revolutionary hybrid fluoropolymer coated stainless steel duct system recognized worldwide as the premier solution for corrosive and hazardous fume exhaust needs. PermaShield Pipe is a fully engineered, modular fume exhaust system that combines the reliability of stainless steel with the superior corrosion resistance of Fab-Tech's proprietary PermaShield Fluoropolymer Barrier Coating. PSP carries a highly regarded FM4922 approval as well.

SUMMARY: Responsible for sales of Permashield Pipe (PSP) coated metal process vent pipe to waste water treatment plant applications. This position has responsibility for the Southeast Region of the US, so we are looking for someone who lives and is willing to travel in that area.

RESPONSIBILITIES:

- Generate project leads from various sources, develop relationships, and sell Permashield Pipe (PSP) to the WWTP market. Strong customer-service orientation.
- Identify and educate prospective advocates on cost benefit of PSP in the WWTP odor control process vent duct application. Convert them to believers who help spec PSP into projects. Targets include A&E firm engineers and CM/GC engineers, project managers and procurement personnel.
- Work closely with the balance of the PSP sales team sharing leads and ideas.
- Work with our business partners/relationships for the combined benefit of CPS and the partners.
- Work in Salesforce managing opportunities, quotes, orders in compliance with our business process.
- Team player who work collaboratively/inclusively with colleagues and other functional departments.
- Work with senior management as requested to establish annual budgets and goals; execute forecast updates and monitor performance.
- Oversee timely, accurate, and professional bid activities for assigned key customer opportunities.
- Follow up on bids, close on opportunities; conduct post mortem on lost bids, discuss with management and evaluate strategy adjustments.
- Participate in technical product and system solution development and offerings for market needs.
- Communicate internally and externally effectively and efficiently orally and in writing.
- Substantial travel to various market or prospective customer locations as appropriate and necessary. Meet new people and develop relationships at all levels (A&E GC's/CM's, contractors, procurement personnel at city, town and state facilities).
- Adherence to safety policies and practices at company locations or at customer sites.

SKILLS:

- Good organizational skills and computer skills, ability to type.
- High energy level, self-motivated and directed, with a keen attention to detail.
- Able to prioritize and execute tasks in a high-pressure environment.
- Past experience or relationships in the WWTP preferred.
- Product experience with pipe, duct or similar utility products moving gas or liquid preferred.
- Good math skills, able to calculate markups and margins and understand the difference.
- Trustworthy, high energy, focused, personable, articulate and wants to help develop a new market and deliver a superior product solution.

EDUCATION: Minimum of three years sales or business development experience.

BENEFITS:

Critical Process System Group offers competitive compensation and a complete benefits package that includes medical (individual and family premiums shared between employer and employee), dental and vision coverage, HSA, Day Care reimbursement, matching 401(k), life insurance, disability, holiday and paid time off.

If you are looking for a future with a company known for its inventiveness and passion for progress, look no further..... **your career is right here!**

Note: CPS and its group companies do not discriminate on the basis of race, age, religious creed, national origin, sex, marital status, veteran status and disability status, with regard to public assistance or any other protected classes.