

**Position: Technical Sales Representative**

**Location: TIGG Oakdale**

**Reports to: General Manager**

### **Position Summary and Functions**

Responsible for direct sales activities associated with TIGG's products and services for both liquid and vapor phase applications. This is accomplished by interfacing with customers to gain a clear understanding of their needs and working to provide a solution utilizing TIGG equipment, media, and services. At times, will be expected to develop and deliver technical presentations to customers, engineering firms, presenting papers at technical conferences, EPA etc. and consulting directly with customers via phone and/or in person to understand and troubleshoot activated carbon applications.

### **Nature of the position:**

- Answer incoming sales calls
- Prospecting for new customers on a regular basis
- Manage incoming email and web leads
- Responsible for maintaining proficiency in technology related to uses of activated carbon, materials and equipment used in activated carbon systems, and developments in competitive processes
- Model carbon consumption rates
- Technical evaluation of customer needs and selection of appropriate equipment and media
- Coordinate media exchanges
- Troubleshoot equipment/process deviations
- Development of responses to RFQs
- Assist in development of the technical response and process warranties
- Manage customer contacts and opportunities in the CRM Database
- Assist in developing and review of the final proposal
- Travel for client meetings as needed
- Enter Sales orders in ERP system

### **Requirements:**

- BS degree in Chemical or Environmental Engineering, Chemistry
- Highly motivated self-starter
- Strong prospecting skills
- Excellent written and verbal communication skills
- Excellent analytical and organizational skills
- Working experience in activated carbon industry a plus
- Proficiency in Microsoft Office Suite
- Availability to travel as needed