



## **Water Treatment Field Representative for Midwest**

### **Position Summary:**

This full-time exempt sales and service position would be based in the Midwest and eligible for company benefits. The Water Treatment Field Representative will serve in multiple roles for Weas Engineering as described in the essential job functions below. The Water Treatment Field Representative will report to an Area Manager. Company vehicle and the required equipment are provided.

### **Essential Job Functions:**

- Interacts with site personnel in various departments to sell and support Weas Engineering water treatment products and services for boiler, cooling, RO, process, and drinking water systems at numerous customer locations in a number of industries.
- Communicates with all levels of personnel at customers.
- Plans schedule and activities.
- Grows territory through sales of new customers (including some prospecting and cold calling) and within current customer accounts.
- Conducts energy management projects.
- Coordinates projects and performs routine reviews with customers.
- Performs water sampling and testing– typical testing equipment involved includes spectrophotometers and titration tests.
- Assists with chemical feed and inventory management.
- Troubleshoots water-related equipment.
- Calibrates control equipment.
- Inputs test results in data management systems and creates service reports.

### **Qualification Requirements:**

1. Demonstrated and recognized integrity, sound character, social skills, and leadership ability.
2. Excellent oral and written communication skills.
3. Five years of proven industry and sales experience.
4. Attention to detail.
5. Science degree or equivalent experience.
6. Drinking water treatment operator certification or license a plus.

7. Experience with potable water disinfection equipment a plus.
8. Strong relevant qualitative and quantitative skills.
9. Ability to multi-task.
10. Good computer skills, including knowledge of Microsoft products.
11. Willingness to learn.
12. Willingness to sell and support Weas Engineering products and services.

**Physical Requirements:**

- Ability to perform work while mobile in the field.
- Ability to travel daily and spend a significant amount of the day in a vehicle.
- Valid driver's license and no major driving violations.
- Extended hours and flexible work schedule depending on project and customer requirements.
- Ability to maneuver pails and drums and perform inspection of equipment that could be at elevated heights.
- Working in environments that are loud and unconditioned.
- Ability to sit, stand and walk for extended time periods.
- Ability to perform routine chemistry titration and colorimetric tests.
- Appropriate PPE required to be worn in work environments.