



Water Treatment Field Representative – Greater Cincinnati Area

Position Summary:

This full-time exempt sales and service position would be based in central Indiana 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. A company vehicle and the required equipment for the job are provided. We will design the position to meet the skillset of the candidate. This can be an entry level or more advanced position based on education and experience.

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 customer sites.
- Plan and organize personal calendar and schedule service 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 field test and control equipment.
- Inputs test results in data management systems and creates service reports.
- Conducts annual reviews and performs account management.

Qualification Requirements:

- Demonstrated and recognized integrity, sound character, social skills, and leadership ability.
- Excellent oral and written communication skills.
- Attention to detail.

- Bachelor of Science or Engineering degree or equivalent experience. We will also consider candidates with a science or engineering minor/some coursework and the appropriate sales aptitude.
- Strong relevant qualitative and quantitative skills.
- Ability to multi-task.
- Good computer skills, including knowledge of Microsoft products (including One Drive, Sharepoint, and PowerBI)
- Willingness to learn.
- Willingness to sell and support Weas Engineering products and services.

Physical Requirements:

- Ability to perform work while mobile in the field. 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. Must be able to lift up to 50 pounds.
- Ability to meet customer requirements for security, safety, and vaccination.
- Ability to work 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.
- Ability to be fitted with a respirator.