

Water Filtration Sales and Consulting

Company

Norchem is a clean technology-engineering firm founded in 1978 and based out of Los Angeles, CA. We specialize in developing green laundry chemical programs, water purification & recycling technologies, industrial software, and custom stainless steel fabrication. Our solutions and services are designed to minimize our environmental footprint, incorporate cutting edge technology, and are built to the highest quality standards. With over 37 years of experience in the chemical and water treatment industry, we pride ourselves on setting a standard for providing the most state-of-the-art solutions for our clients needs.

This position entails:

- Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.
- Utilize company CRM tool to farm existing and new opportunities
- Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- Closes new accounts by answering telephone, fax, and e-mail inquiries; verifying and entering information.
- Manage sales cycle from quote to cash; communicating expected delivery date to customer; following through on technology implementation and support.
- Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Maintains communication equipment by troubleshooting, reporting, and tracking problems.
- Maintains and improves quality results by following standards; recommending improved policies and procedures.
- Updates job knowledge by studying new product descriptions; participating in educational opportunities.
- Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Qualifications:

- Bachelor of Arts or Bachelor of Sciences
- Recommended 1-2 years' experience in any form of engineering projects
- Recommended experience with water and chemical engineering solutions
- Valid Drivers License and Clean driving record
- Ability to comprehensively communicate with average layperson as well as internal engineering team

Skills:

- Product Knowledge
- Strategic Prospecting Skills
- Rapport Building
- Skilled at Setting Buyer-Seller Agreements
- Qualification Questioning
- Superb Time Management
- Objection Prevention
- Closing Techniques
- Post-Sale Relationship Management