



Enviro Tech Sales Manager Position  
Reports to: Director of Sales, Emerging Business  
Target Markets: Agriculture (pre & post-harvest), Food & Beverage, and Animal Health  
Location: US Based  
Status: Full Time Employee

**Enviro Tech Sales Manager Position Summary:**

The scope of the Sales Manager position involves:

- Achieve sales growth for Enviro Tech by selling EPA registered and FDA approved biocides, processing aids and specialty chemicals to new and existing distributors within the Agriculture, Food & Beverage and Animal Health markets and/or other markets as appropriate.
- Market and sell bulk and packaged products to new and existing distributors within the United States.
- Educate distributors and their sales team regarding the technical selling points of each product.
- Responsible for creating customer awareness about Enviro Tech's products as well as for understanding competitive differentiation to increase sales.
- Knowledge of EPA registered biocides and must have experience selling regulated chemicals.
- Enviro Tech will offer a base salary, full benefits, and an incentive-based compensation plan.

**Key responsibilities:**

- Pursue sales leads; communicate information about the company's products; build goodwill to educate distributors; and suggest appropriate products, respond to customer inquiries; provide price quotes and drive purchase orders to meet sales targets.
- Actively participate in the management of a sales plan, including the use of marketing and sales tools and literature to support revenue growth and operating profitability.
- Execute the sales plan including using communication strategies and sales literature.
- Identify new business opportunities.
- Ability to sell products at end-user level, achieving pull through sales for distribution partners when appropriate
- Ability to effectively relay information and sales activity through written and verbal communication
- Ability to use CRM system
- Develop distributor accounts where the potential for adoption is higher.
- Participate in new product development projects on behalf of distributors, the sales team and Enviro Tech's R&D team.
- Provide technical and commercial support to other members of the sales team by providing appropriate tools (technical bulletins, pricing recommendations, presentations, etc.).
- Sell Enviro Tech products in other industries where opportunities exist.
- Ability to travel =50+% of the time to visit customers and work with distributors throughout the US.
- Ability to work from a professional home office when not traveling
- Customer Service: Responds promptly to customer needs & responds to requests for assistance.
- Aggressive, competitive, great attitude and strong work ethic.
- Proficiency in MS Office (Outlook, Word, Excel, PowerPoint)
- Authorized to work in the United States for any employer.



## **An Arxada Company**

- Holds valid US driver's license in good standing with the Department of Motor Vehicles in all States.

### **Qualifications**

- Discipline in a scientific area such as Microbiology, Chemistry or Chemical Engineering preferred. Equivalent work experience will also be considered.
- Minimum of 5 years of experience in a technical chemical sales role to end-users or distributors.
- Demonstrated ability to sell to large corporations and manage complex projects.
- Experience launching new products and developing sales literature.
- Capable of effective sales and technical presentations to customers, trade groups and distributors.
- Strong influencing and presentation skills are essential.
- Strong personal network within the field.
- Direct customer interactions with the ability to identify customer needs, market trends via customer contact.
- Demonstrated ability to convert opportunities to sales.
- Experience in trade shows and event marketing.
- Excellent interpersonal skills.
- Excellent communication.

### **About Enviro Tech, an Arxada Company**

Enviro Tech, founded in 1991, is a manufacturer of EPA and FDA approved chemical products for a variety of industries including industrial water treatment, food processing, agriculture, oil & gas and others. Enviro Tech has 41 parent EPA registrations and 15 FDA Food Contact Notifications. Enviro Tech's core chemistries are peracetic acid (PAA) and bromine-based biocides. Enviro Tech manufactures products in Modesto, CA and Helena, AR and in Levelland, TX. Enviro Tech has experienced significant growth since its inception and is now a fully functional business line within the Microbial Control Solutions business unit in Arxada.

Send Resume to: [careers@envirotech.com](mailto:careers@envirotech.com)

Visit our website: [www.envirotech.com](http://www.envirotech.com)

### *Equal Opportunity Employer*

Enviro Tech Chemical Services, Inc. is an Equal Opportunity. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment.