



# INDUSTRIAL SALES MANAGER

CALGARY, ALBERTA

## Company

Swirltex Inc. is an early-stage wastewater treatment technology company with a proprietary process to treat wastewater. We are looking for an Industrial Sales Lead who is motivated to create opportunities for Swirltex in water/wastewater equipment sales, rentals, and services. The ideal candidate is excited about implementing new technologies; is amazing at developing relationships and enjoys working in a fast-paced environment.

## Responsibilities

- Customer acquisition through cold calling, prospecting, and other lead generation activities.
- Qualify leads and potential customers through knowledge and understanding of Swirltex offerings.
- Responds to customer requests by staying current in their knowledge of products and services which creates enthusiasm for our entire product range.
- Managing and retaining relationships with existing clients.
- Proposal development.
- Negotiating with stakeholders.
- Communicates closely with operations regarding customer service needs.
- Provides feedback to the company on customer needs, the competition & technological advancement and other valuable information.
- Develops innovative techniques, theories, precepts, and practices which will help us to continue to be an industry leader.
- Communicate the company's positive image and objectives externally.
- Develop growth strategies and plans.
- Drafting and reviewing contracts.
- Develop sales through motivation, listening and information gathering abilities, and product knowledge education.
- Input and accurately report in a customer relationship management system.

## Basic

- Minimum 5+ years experience in an Industrial Sales Role;
- Knowledge in water/wastewater treatment processes and systems;
- Self-starter who can work under minimal supervision;
- Results-driven focus;
- Excellent customer service skills with a focus on relationship building;
- Excellent problem solving and analytical skills;

- Excellent written and oral communication skills;
- Demonstrated ability to work in a collaborative team environment.

#### **Preferred**

- Knowledge of wastewater process equipment including membranes.

#### **Compensation**

- Base salary + commission-based incentive structure.

#### **Location and Travel**

- Calgary, AB
- Travel: Up to 70%;
- Must be willing and able to travel to the USA and Overseas;
- Must have a valid passport, own a vehicle and hold a driver's License;

Please apply on LinkedIn and send a resume and cover letter to [admin@swirltex.com](mailto:admin@swirltex.com).