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RedZone Robotics simplifies wastewater management by providing municipal clients with the information and tools necessary to address their most valuable wastewater assets – their sewer pipes. At RedZone we deliver high performance pipeline inspection products and services for municipalities, contractors and engineering firms across North America.

Wastewater management is of critical environmental importance to the world's urban areas. The EPA estimates that U.S. investments in wastewater will need to increase by over \$150 billion over the next two decades to maintain current service levels if new spending and operations practices are not adopted.

RedZone combines world class robotic inspection technologies with sophisticated data analysis software. The result is truly useful information that is required by municipalities worldwide to reduce spending and negative environmental impacts.

West Coast Regional Business Development Manager

Position Summary

Achieves maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the company's services and products. The person will have core responsibility to manage the territory to secure new business accounts/customers.

Essential Job Functions

- Manages and grows sales volume with existing and new customers. Prospects successfully to expand the customer base with the expectation of incremental growth.
- Develops and sustains sales relationships with key decision makers and influencers on all levels of an organization to attain sales goal.
- Manage forecasting and reports and communicate on a weekly basis with their direct manager.
- Identifies key barriers/core problems and applies problem solving skills to deal creatively with complex situations.
- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Coordinates sales effort with sales management, operations, and technical service groups.
- Plan personal sales strategy by maximizing the return on time management for the territory/segment.

- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.
- Participates in trade shows and conventions.
- Travel 50-75% of time

Qualifications

Must possess sales experience in dealing with municipal market. Demonstrated aptitude for problem-solving, and the ability to determine solutions for customer needs (consultative sales approach). Must be results-orientated and able to work both independently, and within a team environment. Must possess excellent verbal and written communication skills. Must have Active and Clear Driver's License, and reliable transportation.

Preferred Qualifications

- 4+ years of sales experience in the Sanitary and Storm municipal market
- Demonstrated book of contacts and customers in territory
- Municipal Contract Procurement knowledge, with emphasis on gaining business as professional service
- Proven track record of Sales exceeding Bookings and Revenue targets
- Strong negotiation skills and understanding of commercial terms in Municipal and EPC procurement
- Proficiency in MS Excel and NetSuite, or similar CRM.

Industry

- Wastewater
- Water
- Oil and Gas

Compensation

- Competitive Salary commensurate to experience

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

**RedZone Robotics is an Equal Opportunity Employer.
We Thank, Value and Acknowledge All Applicants.**