

Swan Analytical USA is a leading provider of on-line analytical systems in the water industry. The current product portfolio ranges from ultrapure water (pharmaceutical and semiconductor applications), feed water, steam and condensate monitoring as well as potable water and industrial water treatment application.

We are looking for a Direct Sales Leader to join our growing US Operations. The successful candidate will maintain a location in Southern California in which daily duties will be visiting customers at municipal drinking water facilities.

The position presents an opportunity to join a growing company as an integral member of our sales team. A great base salary, auto allowance, benefits such as medical and 401k, along with bonus potential are available to the successful candidate.

Base Requirements

- Ability to thrive in and contribute to a team environment from a remote location (territory)
- Utilize the sales CRM system to communicate and record activities and customer contact
- Be organized, self-motivated, and responsive to the customer and management
- Minimum 1-3 years sales experience in the power, energy, potable water quality instrumentation markets

Beneficial Experience

- Experience in sales to drinking water facilities and/or other municipalities
- Experience or knowledge of water quality sensors, instrumentation, and analysis

General Job Description

- As an integral part of the selling team, provide support to the team and maintain good communications with operations support and management.
- Lead customer trials and implement action steps to close new business
- Responsible for planning and exhibition at regional and selected national trade shows
- Assist with industry related workshops and conferences
- Maintain market awareness by involvement and monitoring of industry related workshops, conferences, and competition
- Provide regular reporting and communication in timely and self-directed fashion
- Calling on drinking water facilities