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JOB DESCRIPTION

JOB TITLE:	Municipal Plant Sales Representative
DEPARTMENT:	New York Municipal Sales
LOCATION:	Albany, Syracuse
DIRECT REPORT TO:	Vice President / Branch Sales Manager
CLASSIFICATION:	Exempt
STATUS: (check all that apply)	<input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Temporary <input type="checkbox"/> Other _____

- 1) **PURPOSE AND OBJECTIVE:**
The Municipal Plant (end-user) Sales Representative is responsible for physically visiting with and developing strong relationships with key decision makers at water and wastewater plants throughout New York State. This person will communicate and demonstrate both the new unit (Pumps) and aftermarket (parts and service) capabilities of Siewert Equipment through discussions, product demonstrations, presentations, pump and process troubleshooting and professional technical guidance to our customers.
- 2) **KEY RESPONSIBILITIES:**
 - Develop (with manager assistance) a territory call plan and repetitive travel pattern.
 - Visit every wastewater plant >3MGD in a 12 month period.
 - Develop a list of "targeted" WWTP's that have opportunity for incremental pump and service sales. Multiple visits to develop strong relationships with key decision makers at these plants.
 - Develop billable service opportunities.
 - Work with outside sales engineers and Process Equipment Manager to identify plants that are or will be investing in plant upgrades in the next 2-5 years. Multiple visits to develop strong relationships with key decision makers at these plants.
 - Influence plant stakeholders to show preference to SECO products and services when meeting with consulting engineers regarding plant upgrades and investments.
 - Joint sales calls with outside sales engineers to provide technical product expertise where required.
 - Focus on specifiable, high-margin pump products that can be purchased with maintenance and operations budgets.
 - Perform all other duties as assigned
- 3) **PERFORMANCE METRICS:**
 - # quality calls/day
 - # incremental product sales opportunities at WTP's and WWTP's
 - # incremental service opportunities at WTP's and WWTP's
 - Identification of pump opportunities on upcoming projects

4) **SKILLS & QUALIFICATIONS:**

- Wastewater treatment plant operator preferred. Or, extensive service and end-user contact experience preferred.
- Experience with multiple different wastewater treatment plant processes (activated sludge, membrane bioreactor, MBBR, etc.).
- “Hands-on” mechanical and electrical skills.
- Hard-working, dedicated, results oriented actor and thinker
- Ability to develop (with manager assistance) and execute a sales call territory plan.
- Time management, territory management and prioritization is a key attribute to success.
- Must be able to pass background and reference checks; as well as drug test
- Must maintain active driver’s license with clean driving record

Contact: Jerry Connolly, JConnolly@siewertequipment.com
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