



District Sales Manager-Environmental Remediation

As a District Sales Manager, you will provide sales and technical support for our complete line of soil and groundwater remediation technologies, vapor intrusion technologies and the remediation services division. Successful candidates will possess a strong technical background and problem-solving skills with the ability to develop innovative remedial solutions for environmental engineering firms, regulators and end users.

Additional responsibilities for the District Sales Manager include:

- Conduct technical sales presentations to prospective clients.
- Provide project management support for our remediation services division.
- Evaluate the performance of product applications via data review.
- Collaborate with R&D staff to further development of new technologies.

The position will require overnight travel that represents 50% of your time away from the office. Regenesis expects all employees to be efficient with their work/travel schedule.

Job Requirements

To be successful in this position, you must have a competitive spirit that enjoys working in a fast-paced consultative selling environment. Intellectual curiosity with the willingness to learn is critical to success in this position. In addition, as the face of REGENESIS in your district, excellent verbal and written communication skills are needed as is a passion for public speaking.

Strong candidates will possess the following:

- Technical degree in Environmental Engineering, Environmental Science or Geology/Hydrogeology preferred
- Experience with *in situ* groundwater and soil remediation
- Consultative selling experience
- Fundamental understanding of regulations driving remediation throughout the district
- Ability to work and meet goals with limited supervision
- Public speaking experience

District Focus:

Definition: Each district manager (DM) is expected to understand the specific market segments within their geographic territory. Each sales manager will be expected to prioritize sales activities to achieve goals set forth in their strategic plan. The purpose of the strategic plan will be to outline key markets and delineate measurable goals to target those markets. Each manager should set measurable goals within each strategic plan. On an annual basis, you and the Supervisor will outline your goals and targets for the fiscal year within each market and state.

Regulatory Knowledge: The DM must have a firm understanding of the regulatory climate, guidelines, and key contacts as it relates to each state/province. District regulatory knowledge is critical to determine sales approach. The DM must develop relationships with key regulators within each state in order to leverage influence throughout the regulatory structure.