

Northern California Territory Sales Representative:

Employer Profile Description:

Home Office Location: Sacramento / Bay Area

Containment Solutions is seeking a Territory Sales Representative (TSR) to generate profitable sales growth for fiberglass and steel storage products in northern California, Rocky Mountains and the Pacific Northwest. This position will be responsible for executing the company sales strategy within the following states (Northern CA, CO, OR, WA, ID, MT, UT, WY). TSR will be responsible for servicing existing accounts, establishing new accounts, maximizing customer satisfaction and managing network of independent sales agents.

Reports to: Western Region Sales Manager

Job Description:

- Establishes and maintains a good working relationship with customers by providing technical assistance, entertaining and frequent personal contact with customer's upper-level management.
- Develops and presents proposals to customers to solicit sales of CSI products.
- Provides technical guidance and sales support whenever necessary.
- Prepares forecast and budget for territory and monitors progress on a regular basis.
- Stays abreast of competitor's products and services and assists in developing market and pricing strategy.
- Assists in preparing job specifications and in making presentations to various industrial, governmental and code officials.

Preferred Skills:

- BS degree or equivalent experience.
- Three or more years of experience in professional and technical sales working with Engineers, Architects and Owners.
- Knowledge in the water and/or downstream petroleum industry.
- General understanding of how environmental regulations are enforced in the petroleum and water markets.
- Requires excellent interpersonal and leadership skills in dealing with employees and customers.
- Requires excellent verbal and written communication skills.
- Requires good organizational and computer skills to prepare presentations, maintain customer files, prepare management reports and maintain accurate records.

Please email your resume and cover letter to the attention of the HR Department at jobs@csiprducts.com.