



Providing Biological Solutions for

water

soil

plants

Title Territory Manager

Reports to BioLynceus Sales Manager

Specific Responsibilities

BioLynceus representatives establish himself/herself as a trusted advisor with exceptional product and industry knowledge. Territory Manager's will strive to be experts with product and industry knowledge and changes.

Sales:

Prospecting includes making appointments by phone and email as necessary, networking, promoting BioLynceus at trade events, cold-calling, building sales proposals and strategically creating and working with business partners to build successful and profitable relationships with key prospects.

Successful territory management includes assembling and maintaining a database of potential prospects and customers. Territory Managers will identify potential customers in the environmental market sectors, maintain an accurate account of contacts, prospects, business proposals and client transactions and client management data in Infusion Soft.

Sales activities include planning a successful itinerary that prioritizes contact with high potential accounts on a frequency that produces sales results while balancing existing account management. Primary goals are to successfully acquire new accounts, new business, while maintaining, and growing existing accounts.

The ability to formulate and present solutions specific to each customer's needs are essential. Writing and assembling proposals, quotes and responding to RFP's in a timely and accurate manner is essential. Weekly responsibilities include briefings with the Sales Manager on plans, priorities, business pipelines, and sales forecasts.

Customer Support:

The ability to perform as a customer relationship and client account manager including sales order management, sales management/delivery coordination, client data collection on new and existing clients accounts and timely responses to inquiries as well as prospecting for increasing value opportunities and up-selling of products and volume.



Providing Biological Solutions for

water

soil

plants

Minimum Technology Required:

Reliable Transportation to conduct business
Proficient in Word, Excel, Outlook or Email Applications
Ability to fluently utilize corporate business applications & mobile technologies

Required Skills:

Demonstration of success in B2B sales. A proven record of self-management, goal achievement, and personal accountability for sales and client management. The ability to engage people, be customer focused, build relationships and meet responsibilities with a sense of urgency. Management of customer issues with a high level of timeliness, support, education and communication around project and product. Accuracy, attention to detail and the ability to learn new concepts and technical information is required. Experience in business operations related to sales and customer relationship management including sales and successful management of client projects.

Recommended Background:

B.S. or equivalent. Related experience in sales for Wastewater, Industrial Wastewater, Oil & Gas Clean-Up, or Mining. Experience in business operations related to sales and customer relationship management.

Accountabilities

1. \$250,000 new revenue (new accounts or growth in existing accounts) cumulative in first 12 months with 80/20 split between at least two industries
2. 85% retention of existing clients measured by reorders
3. Grow new and existing clients by 30% annually after first year

Compensation

Information on the BioLynceus compensation program is available through BioLynceus.