



Providing Environmental Solutions for water soil plants

Title Environmental Sales - FT - Exempt

Reports to BioLynceus Sales Manager

Salary + Commission + Benefits

Position is based in Estes Park, CO

Specific Responsibilities

BioLynceus Sales Representatives establish themselves as a trusted advisor with exceptional product and industry knowledge. Territory Sales Representatives will be experts in all role responsibilities and endeavors as a BioLynceus team member.

Outside Territory Sales:

Prospecting includes making appointments, 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 sales includes: assembling and maintaining a database of potential prospects and clients. Territory Sales Representatives will identify potential clients in the environmental market sectors; maintain an accurate account of contacts, prospects, business proposals, 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 and new business,** while maintaining, and growing existing accounts.

The ability to formulate and present solutions specific to each client'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 but are not limited to briefings with the Sales Manager on plans, priorities, business pipelines, and sales forecasts.

Client Support:

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



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Minimum Technology Required:

Reliable Transportation

Ability to travel to other states and countries as needed

Proficient in CRM, Word, Excel, Outlook or Email Applications

Ability to fluently utilize corporate business applications & mobile technologies

Required Skills:

Engagement and successful participation in BioLynceus Mission, Culture and Values. Proven sales experience in industry of water or wastewater. 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 client focused, build relationships and meet responsibilities with a sense of urgency. Management of client 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. The ability to be a teacher and consultant in environmental issues. Experience in business operations related to sales and client relationship management including sales or client services. Ability to provide technical solutions and problem solve for client success.

Recommended Background:

B.S. with a focus in environmental sciences. Experience in business operations related to sales and client relationship management. Background and education in environmental science. Proven sales experience in similar industry of water and wastewater technologies.

Interested In A Career With BioLynceus?

We do not accept phone call inquiries. To apply for available positions with BioLynceus send cover level and resume to careers@biolynceus.com