

## **Stormwater Sales Consultant:**

### **Position Location: Southern California (Local candidates only)**

Rotondo Environmental Solutions LLC is seeking a **Stormwater Sales Consultant** to join our team for the **Southern California Market**. The Stormwater Sales Consultant will work closely with civil engineers, contractors, developers and governmental agencies in providing engineering guidance and problem-solving advice as it pertains to our StormPod and BioPod products.

Rotondo Environmental Solutions LLC is a small but growing firm that provides structural stormwater management systems to the construction industry. Our office is located in Alexandria, VA and is near a metro station.

### **Primary Responsibilities:**

- Conduct technical presentations for engineers, contractors, developers and governmental agencies, and build project pipeline leads.
- Track and manage project pipeline leads through to the bidding process.
- Quote project leads to contractors, follow-up on quoted jobs, and close orders.
- Follow through with sale from closing to installation to collections.
- Maintain professional relationships with contractors, engineers, developers and regulatory agencies.
- Prospect new projects, contractors and engineers.
- Develop and implement a strategic sales plan for assigned territory.
- Provide technical and marketing assistance to other team members as needed.
- Continuously improve technical knowledge of our products.
- Attend local Association functions and applicable trade shows.

### **Basic Qualifications:**

- Excellent communication and sales skills with a desire to work with others.
- Strong initiative and motivation to succeed.
- BS in engineering, business or related fields.
- Demonstrated success in direct sales and closing orders.
- Experience in the stormwater, precast concrete and construction markets preferred but not required.
- Ability to communicate technical information and concepts effectively.
- Proficient in PowerPoint, Excel, Word and Outlook.
- **Local candidates only. No relocation assistance is available.**