

## **Sales Representative New England and Surrounding Areas**

MPW is seeking a business to business-outside **Sales Representative** in the **New York, New Jersey, Delaware, Maryland, and the surrounding Northeast area**. Your sales efforts will be focused on presenting MPW's water purification services inclusive of mobile and fixed systems. A basic understanding of common process technologies such ion exchange, reverse osmosis and filtration pretreatment is required.

### **Responsibilities:**

- Develop new business in an assigned area through cold calling, networking and other business development techniques.
- Identify the key decision-maker on qualified accounts through research and personal contacts.
- Create revenue targets and development of strategic plans for target accounts
- Achieve assigned revenue and profit forecasts.
- Plan and execute sales calls and presentations to customers.
- Demonstrate problem-solving skills to the customer and determine need satisfaction.
- Work within an assigned territory to maximize the service MPW can offer through business contacts and on-site presence.
- Performs other duties as directed.

### **Job Qualifications:**

- Minimum 3 years experience in outside business-to-business sales in industrial settings.
- Bachelor's degree in a science field or with a strong science emphasis.
- Effective verbal and written communication skills to close the sale.
- Strong analytical skills with professional business acumen and customer service skills.
- Excellent time management and scheduling skills in order to handle customer needs in a rapidly changing environment.
- Ability to communicate effectively with plant-level to corporate-level personnel.
- Proficient with all MS Office applications (esp. Word, Excel, and PowerPoint)

### **Benefits:**

- Base-Salary with lucrative commission structure
- Cell Phone Allowance
- Company vehicle
- Company paid sales travel expenses
- An extensive Benefit Program (Medical, Dental, Vision, 401K)

**If you have high degrees of self-discipline, enthusiasm, drive, and are looking for your next great sales position, we want to hear from you!**

**Please submit resumes to [vtreadway@mpwservices.com](mailto:vtreadway@mpwservices.com)  
MPW is an Equal Opportunity Employer**