



SEPRO Scientific • 11550 North Meridian Street, Suite 600 • Carmel, IN 46032 USA • 1-800-419-7779

Job Title: Technical Specialist
Business Unit: SEPRO Water, Municipal
Location: Eastern US; Remote
Supervisor Title: Business Development Manager

JOB SUMMARY

SEPRO Scientific is the trusted authority in water and land health. Backed by decades of peer-reviewed research and a team of scientists, field experts, and technical consultants, we monitor, diagnose, restore, and protect, working alongside professionals, communities, and landowners who depend on healthy waterways, habitats, and managed landscapes, at any scale.

This is an exciting career opportunity for an experienced and driven professional with strong technical and business development skills, and knowledge of the municipal and industrial water markets. As a *Technical Specialist* with SEPRO Water you will be responsible for managing sales and technical support of key customer accounts, assisting with market and field development activities, and providing stewardship of SEPRO's water technologies and services. In this position, you will play a critical role in assisting water agencies in providing safe, clean water that directly impacts the environment, public health and community sustainability.

PRIMARY RESPONSIBILITIES

Territory: Eastern US

- Use technical knowledge, sales, and communication skills to gain adoption and grow SEPRO's water treatment technologies and services.
- Build and maintain relationships to promote, sell, and steward SEPRO solutions that are aligned with territory, region, and organization objectives.
- Develop and execute segment specific business development plans.
- Provide product and technical training to seek value co-creation with customers including municipal and industrial water agencies, water districts, distributors, and consultants.
- Introduce and represent SEPRO at industry meetings, training events, and other outreach opportunities.
- Communicate customer and development initiatives effectively within the organization using CRM database software and other company platforms.

The candidate must have the ability to travel daily within the territory with expected routine overnight travel (1-3 nights a week) for sales, product stewardship, technical support, and other related activities.



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EDUCATION AND EXPERIENCE

- Bachelor's degree (4-year college or University)
- Experience (3-5 years) in water or environmental management
 - Preferred in municipal and industrial water treatment

REQUISITE SKILLS

- Excellent verbal and written communication skills
- Excellent presentation skills
- Strong organizational and time management skills
- Demonstrated ability to negotiate win-win strategies, conflict resolution and handling objections by taking initiative and finding creative solutions
- Demonstrated ability to get desired results by following agreed upon plans
- Demonstrated ability to identify and use effective methods for collecting, interpreting and communicating market, customer, and competitive data
- Demonstrated ability to work independently with minimal supervision
- Business acumen with a customer focused approach
- Proficiency with Microsoft Office (Word, Excel, and PowerPoint) software
- Excellent driving record

SEPRO Scientific provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.