



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

Company: EutroPHIX, A Division of SEPRO Scientific

Position: Technical Specialist – Water Quality

Territory: Florida

Supervisor: Director, Sales & Marketing, EutroPHIX

Job Summary

SEPRO Scientific is the trusted authority in water and land health. Backed by decades of research and a team of scientists, field experts, and technical consultants, we monitor, diagnose, restore, and protect the waterways, habitats, and managed landscapes that communities and professionals depend on.

EutroPHIX, a SEPRO Scientific Solution, is an environmental consulting and restoration organization specializing in the protection, restoration, and management of freshwater ecosystems. We combine technical expertise, innovative technologies, and evidence-based solutions to address water-quality challenges in lakes, rivers, reservoirs, and wetlands.

We are seeking a highly motivated Water Quality Technical Sales Specialist to drive business growth and expand EutroPHIX's presence throughout Florida. This individual will develop strategic customer relationships, identify and qualify water-quality restoration opportunities, and advance projects from initial engagement through implementation. The successful candidate will combine consultative selling skills with technical knowledge to build a strong opportunity pipeline, generate revenue, and deliver meaningful environmental value.

Key Responsibilities

Business Development and Territory Growth

- Develop and execute a Florida territory business plan aligned with annual revenue, pipeline, and market-growth objectives.
- Identify, qualify, and advance water-quality restoration opportunities through proactive prospecting, networking, referrals, industry involvement, and strategic account development.
- Build and maintain a healthy sales pipeline involving harmful algal blooms, nutrient and phosphorus mitigation, eutrophication, and other water-resource challenges.
- Secure meetings with key decision-makers and lead consultative discovery conversations to understand customer needs, funding considerations, decision processes, and project timing.
- Manage opportunities through the full sales cycle, from lead generation and qualification through proposal development, project award, implementation, and account expansion.
- Consistently meet expectations for customer activity, pipeline development, opportunity conversion, and revenue growth.
- Use SEPRO's CRM and other business systems to document customer activity, manage opportunities, maintain accurate forecasts, and communicate territory progress.



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Customer and Stakeholder Relationships

- Build trusted relationships with municipalities, government agencies, water management districts, environmental consultants, engineering firms, lake associations, and private stakeholders.
- Serve as the primary relationship manager for customers and prospects throughout the territory, providing responsive communication and consistent follow-through.
- Develop strategic relationships with market influencers, referral partners, technical consultants, and other organizations that can create access to new opportunities.
- Influence diverse stakeholder groups by clearly communicating technical information, business value, project outcomes, and recommended solutions.
- Represent EutroPHIX and SEPRO at conferences, association meetings, educational programs, training events, and other market-development activities.

Technical Consultation and Project Support

- Apply water-quality knowledge to assess customer challenges and position technically and economically appropriate restoration solutions.
- Conduct site evaluations and collaborate with internal experts to develop proposals, scopes of work, technical recommendations, and project strategies.
- Communicate scientific and technical concepts effectively to both technical and nontechnical audiences.
- Provide technical support during project planning and implementation to promote customer satisfaction, retention, and future growth.
- Maintain awareness of Florida water-quality priorities, market trends, emerging technologies, competitor activity, and relevant agency initiatives.
- Coordinate with SEPRO scientific, technical, regulatory, sales, marketing, and operational teams to support successful customer and project outcomes.

Education and Experience

- Bachelor's degree in environmental science, ecology, biology, water resources, aquatic science, engineering, business, or a related field.
- Experience in technical sales, business development, water-quality management, aquatic resource management, environmental consulting, or a related field.
- Demonstrated success developing customer relationships, creating business opportunities, and contributing to revenue growth.
- Knowledge of freshwater ecosystems, nutrient management, harmful algal blooms, eutrophication, or related water-quality challenges.
- Existing relationships within Florida's municipal, government, engineering, consulting, or water-quality markets are strongly preferred.
- Experience working with public-sector agencies, municipalities, consultants, or engineering organizations is preferred.



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Required Skills and Competencies

- Consultative selling, business development, and territory-management capability.
- Exceptional written and verbal communication skills, including strong follow-up habits and the ability to secure customer meetings.
- Ability to build credibility and trusted relationships with scientific, technical, governmental, and business stakeholders.
- Entrepreneurial drive, self-initiative, persistence, and the ability to work independently with minimal supervision.
- Ability to identify customer needs, navigate objections, negotiate mutually beneficial outcomes, and convert opportunities into projects.
- Strong organizational, time-management, and prioritization skills with the ability to manage multiple customers, opportunities, and projects.
- Professional demeanor, sound business judgment, and a customer-focused approach.
- Proficiency with Microsoft Office, CRM systems, and other business technology.
- Valid driver's license and excellent driving record.

Travel Requirements

This position requires frequent travel throughout Florida for customer meetings, site evaluations, conferences, technical support, and business-development activities. Routine overnight travel of approximately one to three nights per week may be required.

Measures of Success

- Territory revenue growth and achievement of established business objectives.
- Number, quality, and value of qualified opportunities added to the sales pipeline.
- Conversion of qualified opportunities into awarded and implemented projects.
- New customer acquisition, account expansion, and customer retention.
- Development of strategic stakeholder relationships and market access throughout Florida.
- Consistent customer follow-through, CRM utilization, and forecast accuracy.
- Positive customer feedback and effective collaboration with internal teams.

Equal Employment Opportunity

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.