

Compensation: \$100,000.00 – 150,000.00 (Base Salary + Commission)

Who Is Meras Water Solutions?

Since 2004, Meras Water Solutions has provided extensive water treatment programs for customers in a wide variety of industries. We offer chemical and service programs for Industrial Water Treatment, Agricultural Water Treatment, Food Safety Water Treatment, and Legionella Risk Management Programs.

We are a privately owned company that is driven by its core values- deliver outstanding customer experiences, be resourceful, relentless communication, see the big picture, be resilient, be the best version of you, effective teamwork.

If work-life balance, excellent benefits, competitive pay, and a positive work environment are important to you, then Meras could be a great match for you. We are looking for an individual who loves to offer great customer service who can join us as an **Account/Sales Representative** for our growing Industrial Water Treatment Division.

What Is the Role?

As an Account/Sales Representative, your role will involve managing your own schedule to support and service existing customers while actively seeking new opportunities to help people with their water treatment problems. Your territory will extend from **CA Central-South Valley to parts of the Central Coast.**

What Will You Do?

Account Management will involve-

- Conducting routine service visits at customer locations to validate our chemical treatment programs.
- Managing chemical inventories and maintaining equipment performance at customer locations.
- Troubleshooting any issues that might arise.
- Maintaining positive relationships with our customer contacts and their peers.
- Professionally addressing any questions or concerns your customer may have pertaining our programs.
- Completing and submitting service reports and other documents of record to customers in a timely fashion.

Sales Will Involve-

- Actively seeking opportunities to help people with water treatment issues.
- Prospecting potential customers and generating potential leads.
- Regularly calling and emailing individuals throughout your territory.
- Professionally presenting our solutions and programs to interested prospects.

What Do You Need?

What you need to bring to the table-

- A resilient and positive overall attitude.
- Willingness to “roll up your sleeves” and do some work.

- Excellent communication skills, verbal and written.
- 3+ years of experience in industrial/commercial water treatment.
- A degree from a college/university.
- A valid CA driver's license.
- Ability to handle items up to 50 lbs.
- Ability to work in indoor/outdoor conditions, year-round.

What Meras will provide-

- A company vehicle (fuel and insurance included).
- A company cell phone and laptop.
- A very competitive commission program.
- The tools, equipment, and PPE needed to get the job done.
- Resources and support every step of the way.

What Will Set You Apart?

- 3+ years sales experience in a general field of water treatment or HVAC.
- A degree in science or engineering.
- Knowledge of water treatment chemistries and systems (boilers, cooling towers, water softeners, RO's, etc).
- Multiple years of experience managing and growing a territory.