



Senior Account Executive

- FLSA Status: Exempt
- Commissionable: Yes
- Individual Contributor

Earthwise Environmental is an industry leader in safe, efficient and environmentally sound water treatment and management solutions. Our areas of proficiency include boiler, cooling tower, closed system and waste water applications.

Job Title	Senior Account Executive	Date	April 29, 2015
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The Senior Account Executive is responsible for the development of relationships with potential clients in the industrial, commercial and institutional sectors of the Chicagoland Market. You will grow market share through conquest sales, selling the depth and breadth of Earthwise's portfolio of water treatment solutions.

Responsibilities

- Develop lead generation strategies to create a prospect pipeline.
- Research local companies to find those that match Earthwise's ideal customer criteria.
- Telephone prospects and cold call on business owners and C-Level executives.
- Use our complete water treatment solutions line to grow a portfolio of profitable business.
- Develop and collaborate with Earthwise management and sales personnel on water/energy saving proposals and presentations as you develop a customer base.

Behavior and Skills

- Excellent work ethic
- Able to work independently and collaboratively
- Strong interpersonal skills in order to close deals and make presentations
- Able to succeed in a competitive, high-performance environment
- Ability to present new product concepts to the marketplace
- Operate with a sense of urgency and with the best interests of the customer and company in mind
- Sincere and open communication
- Strong environmental consciousness
- Strong computer skills, up-to-date on CRM, Office Suite – presentation software and spreadsheet software a must
- Ability and willingness to visit clients within your territory in a company vehicle

Education and Work Experience

- Bachelor's Degree or work experience equivalent
- 5 years' experience in water treatment sales and service or a related industry

Acknowledgement

I understand and agree to the duties and expectations of my role as outlined in this job description

Printed Name and Signature

Date