**Who we are:**

American Ecotech is a focused and ambitious organization committed entirely to helping scientists, researchers, government, and industrial entities accurately measure what is in the air. Our customers encompass Federal government agencies; State & Local government environmental protection agencies, major industrial facilities, environmental consulting firms, and various scientific and research organizations. We love working with hundreds of scientists and engineers who share the same passion we do.

When you are part of the team at American Ecotech then you are helping the world to breathe better. Your work will have a real-world impact, and you’ll be supported in achieving your career goals.

**Who you are:**

**Sales Representative**

The Sales Representative is responsible for growing business through inbound/outbound sales. Accomplished by actively seeking new sales opportunities, establishing strong customer relationships, building customer solutions, and closing sales. You are a strong team player who excels via collaboration with other team members in a company, and you enjoy helping to develop and execute engaging and unique sales strategies to successfully promote products and services to new and existing customers. You also are adept at engaging customers in a meaningful dialog with the predominant focus being on how to help best help them achieve their goals. Finally, you seek to achieve extraordinary earnings as a direct result of your successful efforts.

**What will you do?**

* Develop new sales opportunities through outbound prospecting.
* Collaborate with and leverage internal and external sales, technical, and service partners to build an opportunity pipeline and close deals.
* Conduct technical/consultative selling via phone and video conferencing.
* Work with customers to provide technical guidance, present benefits, and solutions in a way that addresses their needs, and guide them through product selection.
* Generate and provide pricing and quotes to customers
* Use selling techniques to advance the sales cycle; leverages points of agreement to gain buy-in and commitment for moving forward.
* Understand and communicate the value of doing business with our company.
* Self-prioritize daily activities, meet goals and timelines, and utilize exceptional time management skills.
* Utilize Zoho CRM to accurately and effectively track activity and to update lead, account, and opportunity information, as well as sales pipeline with a focus on winning business.
* Assist in the development of best practices within the lead generation sales process.
* Minimal travel requirements – able to work in-office the majority of the time. Future work-from-home arrangements are also possible for successful candidates.

**How to join our team**

**Education**

Minimum required education: Bachelor degree or Associate degree with 2+ years’ experience or high school diploma/GED with 4+ years of relevant experience

**Experience**

* 2 + years of technical sales experience in industry/technology or related field with a high degree of complexity preferred.
* Prior experience in scientific equipment sales is considered to be a significant advantage.
* Demonstrated excellence in oral, written, and presentation communications skills.
* Strong Telephone / Email communication skills.
* Demonstrated ability to operate independently, with initiative and good business judgment.
* Strong organizational and time management skills, ability to effectively learn and utilize online CRM applications and social media resources to grow the territory.
* Demonstrated success in developing/prospecting new business.
* Capacity to absorb complex information and apply it accurately and quickly.
* Knowledge and experience with business software applications including MS Outlook Suite (Outlook, Word, PowerPoint, Excel,) and virtual communication tools (Zoom, Microsoft Teams) preferred.

**Compensation & Benefits**

* Base salary and generous commission structure
* Health, Vision & Dental Insurance
* 3 Weeks Paid Time Off and 9 public Holidays
* 401K
* Complimentary Gym Membership