

# Sales Technical Manager

## *Job Description*

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Earth Systems Inc. is an environmental consulting and engineering firm that supports regulatory agencies and private clients in the performance of hazardous waste and petroleum assessment and remediation. Our areas of expertise include Environmental Engineering, Contamination Assessment and Remediation, Environmental Compliance, Property Transfer Assessments, and Permitting. We are looking for a creative, energetic, and knowledgeable Sales Technical Manager with the right experience and tenacity to bring our company to the next level. To be a successful candidate, you should be communicative, observant, organized, and committed to reaching project goals. You should also possess strong interpersonal, time management, and presentation skills.

### **JOB DESCRIPTION**

Our Bismarck office is staffed with a team of approximately 20 environmental professionals which consistently generate \$5,000,000 per year in revenue. Earth Systems is seeking a seasoned sales lead to take the office to the next level. Your job as a Sales Technical Manager will be to expand our client base and increase revenue by 20% per year. The selected candidate will have experience performing outside sales for the Oil and Gas industry. Sectors that Earth Systems serves and the sales manager will be responsible for expanding include:

- Emergency Response and Site Reclamation Oversight
- Environmental Assessment and Remediation
- Environmental Compliance and Permitting

This position will require significant travel throughout North Dakota and occasional travel to the east coast.

**JOB REQUIREMENTS** (You will not be considered unless you have met these requirements):

- A proven sales track record in the oil and gas industry.
- A minimum of seven years of outside sales experience.
- Excellent technical writing and verbal communication skills.
- A strong desire to provide excellent, innovative, and practical customer services.
- A commitment to profit, growth, and quality.

- An achievable plan to quickly grow revenue by over \$1,000,000 per year.

Earth Systems offers competitive compensation, excellent benefits package and the opportunity to work in a fast-growing, successful, team-oriented environment. Your compensation for this position will be extraordinary—but it will be commission based with a salary component. If you are not confident you can achieve aggressive sales goals, please do not apply.

Earth Systems is a drug-free workplace. Strict adherence to corporate health and safety practices is a requirement for any position offered at Earth Systems. We are an equal opportunity workplace that encourages diversity in the workforce.

For more information about the company please log on to: [www.earthsys.net](http://www.earthsys.net)

When sending in your cover letter, please answer the following questions:

#### *Qualification Questions*

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You have requested that Indeed ask candidates the following questions:

- How many years of Business Development experience do you have?
- How many years of Client Relationship Management experience do you have?
- How many years of outside sales for the Oil and Gas industry experience do you have?
- How many years of Sales Management experience do you have?
- Have you completed the following level of education: Bachelor's?
- Are you in Bismarck, ND? If not, what are your relocation requirements?
- What are your salary expectations?
- Are you authorized to work in the following country: United States?
- Are you willing to undergo a background check, in accordance with local law/regulations?