
Company: EutroPHIX, A Division of SePRO Corporation

Position: Technical Specialist – Water Quality

Office Location: Florida (preferred)

Territory: Eastern US

Supervisor: National Sales Manager, EutroPHIX

SePRO Corporation, founded in 1994, is a specialty environmental products company focused on water resource management, agriculture, horticulture, and turf management. EutroPHIX, a newly formed division, is dedicated to Accelerating Water Resource Restoration. We work every day to help clients restore their natural resources and maximize beneficial uses for drinking water, irrigation, wildlife, recreation, and the economy. <https://eutrophix.com/>

Overview

We are seeking an enthusiastic technical expert in water quality restoration with excellent communication and advocacy skills. The primary goal of the position is to lead customers to a solution to water resource impairment, build consensus with stakeholders, and oversee effective implementation of management. Candidate is responsible for implementing advocacy, consensus building, and technical stewardship of water quality restoration projects. Additional responsibilities include managing customer relationships, sales, projects, and assisting with market and field development activities.

Primary Responsibilities

- Utilize technical knowledge and communication skills to grow water quality mitigation projects for the EutroPHIX Division
- In collaboration with the National Sales Manager build and execute the strategy for water quality restoration business development in Eastern US
- Develop a project pipeline of large-scale projects focused on the protection, preservation, and restoration of water resources (e.g., Harmful Algae Bloom and phosphorus mitigation)
- Conduct assessment, prescription, and implementation tasks required to develop proposals and execute water quality restoration programs working in conjunction with the EutroPHIX Technical Team
- Provide technical support, project oversight and management for turn-key offerings
- Expand strategic business and technical relationships with consultants, government contacts and private stakeholders
- Introduce and represent EutroPHIX at industry meetings, training events, and other outreach opportunities

- Conduct overnight travel as needed to customers and projects (up to 2-3 nights per week).

Education and Experience

- Advanced degree in Environmental Science, Ecology, Biology, or Political Science.

Requisite Skills

- Ability to learn quickly and complete projects with a high degree of accuracy
- Ability to take direction, ask clarifying questions, and provide efficient/effective results
- Strong computer skills, with emphasis on Microsoft Office
- Professional demeanor and attitude
- High degree of self-initiative and drive
- Strong written and verbal communication skills
- Excellent internal and external customer service skills

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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.