



Job Title: *Technical Specialist*
Business Unit: Aquatics
Location: California
Supervisor Title: Regional Sales Leader

JOB SUMMARY

This is an excellent career opportunity for a professional with strong technical and business development skills as well as knowledge of the aquatics market. The SePRO *Technical Specialist* is responsible for managing sales and technical support of key customer account and projects, assisting with market and field development activities, and providing stewardship of SePRO's aquatic technologies.

SePRO Corporation, founded in 1994, is a specialty environmental products company focused on protection and restoration of waterbodies, green spaces and food sources. Through a tireless commitment to customer-centric innovation and solution-focused technical support, SePRO is poised for continued growth and market leadership.

PRIMARY RESPONSIBILITIES

- Use technical knowledge, sales, and communication skills to gain support and growth of SePRO's aquatic technologies.
- Build and maintain relationships to promote, sell, and steward SePRO solutions that are aligned with territory and organization objectives.
- Provide technical training and seek value co-creation with customers including; aquatic resource management professionals, water districts, government and regulatory agencies, and consultants.
- Introduce and represent SePRO at industry meetings, training events and other outreach opportunities.
- Communicate customer and development initiatives effectively within the organization using CRM database software and other company platforms.

The candidate must have the ability to travel daily within the territory with expected routine overnight travel (1-2 nights a week) for product stewardship, technical support, and other related activities.

EDUCATION AND EXPERIENCE

- Bachelor's degree (4-year college or University)
- Experience in aquatic resource management
- California Pest Control Advisor license (or qualifications to secure)

REQUISITE SKILLS

- Excellent verbal and written communication skills.
- Excellent presentation skills
- Strong organizational and time management skills



- Excellent interpersonal and customer service skills.
- Demonstrated ability to negotiate win-win strategies, conflict resolution and handling objections by taking initiative and finding creative solutions
- Demonstrated ability to get desired results by following agreed upon plans
- Demonstrated ability to identify and use effective methods for collecting, interpreting and communicating market, customer, and competitive data
- Demonstrated ability to work independently with minimal supervision
- Business acumen with a customer focused approach
- Proficiency with Microsoft Office software
- Excellent driving record

SePRO Corporation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

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.