

Job Title: Outside Sales reporting to the Water Solutions Group Division Manager

Location: Eastern Michigan

About: RLD Water Solutions Group, a Division of R.L. Deppmann Company

R.L. Deppmann Water Solutions Group focuses on helping customers make better decisions using innovative products and technologies to provide custom solutions for your Heating, Cooling and Plumbing system water. We are an employee-owned company in business since 1927 with a culture shaped by our core values of: Knowledge, Responsiveness & Empowerment.

Responsible for:

The Outside Salesperson for the Water Solutions Group is responsible for revenue and profit growth of product and solutions sales in targeted accounts. This position will work side by side with R.L. Deppmann Outside Sales as well as directly with end user accounts as identified. This position serves the Eastern Michigan market.

Who we are looking for:

We are looking for an individual with a strong background in water analysis and the desire to solve problems caused by poor water quality for institutional and industrial end user customers. The right candidate will demonstrate strong water quality knowledge with both our customers and sales team. We are seeking top-tier talent to support our growth strategy in the fast-growing water quality marketplace.

Responsibilities:

- Create and execute sales strategy & plan to grow water quality equipment sales.
- Interaction with R.L. Deppmann sales team and customers.
- Water testing and analysis
- Technical support to sales team and end user customers
- System analysis, data interpretation
- Identify and prescribe solution.
- After sale support / service

Preferred Qualifications

- Familiarity with water management, SDWA, ASHRAE 188 and other industry requirements
- Experience in water treatment, analysis or water quality and ability to develop working solutions to improve results
- Background in developing working relationships with customers, selling solutions and equipment, problem solving in the water quality field.
- Degree in science/engineering preferred. Technical Sales or field sales experience in the water treatment industry.

Travel:

Local travel is required within Metro Detroit and surrounding areas in Southeast Michigan. A valid driver's license is required.

If you have these skills and desire to join our successful team, please submit your resume in confidence to careers@deppmann.com.