



Position Title: Regional Field Sales Representative

Department: Sales

Reports To: VP of Sales

Exemption Status: Exempt

Position Purpose:

The Regional Field Sales Representative is responsible for supporting growth strategies, servicing and expanding customer accounts, conducting promotional meetings, making sales calls directly with end users and delivering service proposals to the customer in order to close sales and increase PWE market share and profitability. Individual must possess a high level of energy, be attentive to detail, knowledgeable about the oil and gas industry and environmental services.

Essential Job Functions:

The Regional Sales Representative must be able to perform all of the following duties and responsibilities with or without a reasonable accommodation.

- Develop and maintain strong customer relationships with existing customers.
- Effectively position and differentiate the company from other competitors.
- Keep the sales team informed of competitive threats and market conditions.
- Achieve sales objectives by generating sales to new customers as well as maintaining sales with existing customers.
- Identify sales opportunities through direct prospecting, lead follow up, and networking.
- Manage sales process through qualification, needs analysis, product demonstration, negotiation and closing.
- Develop and maintain an effective business, sales and marketing plan for assigned territory.
- Respond to RFPs/RFIs, coordinating and organizing input from multiple sources within.
- Finalize deals with specs, pricing, and coordinate handoff to field Customer Service Representative.
- Network and develop relationship with key contacts/senior management to drive referrals.
- Document sales activities, prepare reports, manage pipeline and perform other tasks necessary to drive sales revenue and communicate activities to sales management.

Duties and Responsibilities:

- Must possess strong sales and marketing ability, able to work in a team environment and can present a professional/friendly demeanor to our internal and external contacts.
- Writes clearly and concisely; presents data effectively; able to read and interpret written information.
- Speaks clearly, listens and gets clarification when necessary; responds informatively to questions; interacts with all levels of organization, including senior leadership.
- Other duties that may reasonably be assigned.

Nature of Supervision:

The incumbent is responsible for exercising discretion and independent judgment when performing job duties and must display a high degree of ethics, integrity, professionalism, and respect. Minimal guidance is provided on some, but not all tasks to be performed. Independent decision-making is a daily responsibility, which, if handled incorrectly, could result in loss of existing/potential customers and substantial amounts of money.

**Supervisory Responsibility:**

This position does not have any supervisory responsibility.

Education/Experience:

The minimum educational background of an applicant to this position is a Bachelor's degree. Incumbent must have a minimum of 5 years of oil and gas industry experience, preferably in a sales related position/role.

In addition, a qualified applicant will have:

- Must currently live or be willing to move to the Midland/Odessa area.
- Current and valid driver's license.
- Must have a reliable vehicle.
- Proficient in Microsoft applications (such as Word, Excel, PowerPoint and Outlook).
- Excellent written and verbal communication skills.
- Ability to read, write and speak in English.
- Excellent interpersonal skills including the ability to work as part of a team.
- Ability to work weekends, holidays and respond to callouts on a routine basis.

Work Environment:

Incumbent will be expected to travel to Petro Waste Environmental customer facilities on a regular basis and will be expected to perform physical activity, such as, walking and standing on hard surfaces, climb stairs and be able to lift up to 50 lbs. Will be regularly exposed to loud machinery and have some exposure to some hazards. Travel up to 75% of the time with occasional overnight stays.

Contacts:

Interaction will occur with all levels of employees, managers and contractors, in the performance of the job duties as they relate to the Regional Field Sales Representative. Interaction will generally entail the exchange and gathering of information, interfacing with Oil & Gas companies and meeting company expectations of performance.

The above description is meant to provide an overview/summary of the nature and level of work being performed; it should not be construed as an exhaustive list of all responsibilities, duties and requirements of the job. Petro Waste Environmental reserves the right to modify the content formally or informally, follow any other job-related duties/functions requested by their supervisor. Further, all employment at Petro Waste Environmental is of an at-will nature and, as such, the company reserves its right to terminate any position or employee (with or without notice and with or without cause) within its discretion.