

Glanris

REGIONAL SALES MANAGER

INTRODUCTION

Glanris is a venture backed start-up company that manufactures a patented, sustainable, low-cost water filtration media made from rice hulls - the world's most extensive agricultural waste product. We pyrolyze the rice hulls and activate the remaining carbon and silica with special carboxyl groups. Our media can remove organic contaminants from the water like activated carbon does but can also remove metals as ion exchange resins do, but at a fraction of the price.

Glanris seeks a focused, aggressive sales leader who can make sales of our media and identify markets and develop a sales approach to reach customers in these markets

If you have a strong background in chemistry, environmental engineering, and sales in water purification technologies, we would like to hear from you.

JOB RESPONSIBILITIES

- Deliver significant sales and meet sales quotas to industrial and municipal users while maintaining margins.
- Identify new markets/applications/process opportunities for our novel water filtration media and develop effective prospecting programs to reach these markets.
- Build and manage a distribution channel of distributors and reps for our media.
- Develop proposals for, and negotiate contracts with, our prospects and customers.
- Reports to the VP of Sales.

DESIRED QUALIFICATIONS

- BS degree in a Life Science or Engineering discipline. Equivalent industry experience is also considered.
- Understanding of water purification technologies including RO, UF, Precipitation, Softening, Adsorption, Ion-Exchange, Electro-Deionization, Ozonation, Centrifugation, Micro-Filtration.
- 5+ years' sales/ sales-management experience with a demonstrable record of success.
- Familiarization with the major players in the water and waste-water treatment marketplace.
- Ability to travel up to 50% of the time.

HOW TO APPLY

Applicants, please send resume or email to jobs@glanris.com.

NOTE: This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship. The company is an Equal Opportunity Employer, drug free workplace, and complies with ADA regulations as applicable.