



The Organization

Green Turtle Americas, Ltd. (GTA) is a provider of specialty wastewater pre-treatment equipment tailored to clients that value high performance, efficiency, and reliability. Our Proceptor™ line of separators have been engineered and designed specifically to meet EPA guidance for the removal of grease, oil, and sediment in wastewater effluent. Our PHIX™ pH neutralizing technology is unequalled in the arena of safe, effective neutralization of acidic wastewater streams. We are continually looking for new opportunities to provide wastewater treatment solutions for our customers in the commercial, institutional, and industrial sectors.

Green Turtle Americas is a member of the [Monteco Group of Companies](#)

Territory Sales Manager – Western United States:

We are rapidly expanding and have an immediate need for an enthusiastic, entrepreneurial Territory Manager living in the geography and responsible for our business across the western United States. Northern CA locale is preferable, but any major metropolitan area with a large hub airport could work. We're looking for someone who is self-driven, autonomous, and committed to winning in the marketplace.

Key Responsibilities:

Reporting to the Green Turtle Americas Business Unit Manager, the main responsibilities include, but are not limited to:

- Attaining sales and profitability goals while successfully managing an expense budget
- Developing, coordinating and implementing a sales plan to grow the business in the assigned territory through direct sales and a manufacturer's rep. network.
- Executing a grass roots marketing campaign focusing on engineering firms and consultants, government officials, industrial and commercial businesses and corporations, and institutional operations
- Assisting Mechanical/Civil/Environmental engineering consultants as well as commercial, institutional and industrial users in defining scope of work, project proposals, and specifications
- Networking through related trade associations – American Society of Plumbing Engineers; American Society of Civil Engineers; Plumbing, Heating, and Cooling Contractors Association; Local EPA; Industrial Pre-treaters Associations; Water Environment Association/Water Environment Federation
- Following up on proposals/quotes/orders/installations
- Actively developing the market, selling, and driving manufacturer's rep activities.
- Communicating routinely and effectively back to the business - local sales and marketing activities, competitive dynamics, and evolving industry needs

Requirements

Qualifications and Requirements:

- Bachelor's Degree is required (technical discipline such as Civil, Mechanical or Chemical Engineering preferable though not required)
- Proven success in selling value-added technical or specialty products into a price driven market (such as construction or heavy manufacturing)
- Proven track record in making cold calls to generate relationships that ultimately lead to sales opportunities
- Superior time management, interpersonal and communication skills
- Discipline to work productively in a home office environment with minimal supervision
- Knowledge of commercial and institutional wastewater pre-treatment regulations at the local and state levels is highly desirable, as is specific knowledge of the plumbing fixture market and related codes
- Travel requirements approximately 3 nights per week

Compensation:

Base salary is commensurate with experience, and the position includes a performance-based incentive component. Green Turtle Americas Ltd. also offers a comprehensive and competitive package of health, dental, vision, and disability insurance as well as a 401K plan. Relocation assistance is not available for this position.

To Apply:

Qualified candidates are encouraged to apply online by sending an email to [Human Resources](#) and citing "**Territory Sales Manager**" in the subject line.

We thank all applicants for their interest; however, only those candidates selected for an interview will be contacted.

www.greenturtletech.com

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