

Job Title

Residential Sales Manager

Job Description

To lead the residential sales effort of AquiSense Technologies within the residential market and primarily in North America through expanding and maintaining the distribution network. The Residential Sales Manager will require a sound technical background, coupled with strong communication skills in collaborating with distributors, end users and interdepartmentally with sales, manufacturing, engineering, and R&D. This role reports to the Sales Director – Americas.

Major Duties and Responsibilities

- Work with the Sales Director to execute and refine the tactical efforts to expand the North American distribution network
- Consistently evaluate sales opportunities to proactively and reactively communicate with existing and potential distributors and end users to maximize sales revenue
- Continue to grow in technical depth of breakthrough UV-C LED products and applications
- Co-ordinate work with Application Engineers and customers to solve problems, create solutions, investigate test methods, including reading and interpreting industry standards, specifications, and technical drawings
- Meet with customers (existing/potential) to support sales targets as needed
- Work with other sales regions and marketing to influence the marketplace through whitepapers, presentations, and case stories at regional/national trade shows and industry conferences
- Interpret market trends and data to inform Operations and Product Development teams of upcoming needs

The ideal candidate will have

- Bachelor's Degree preferred
 - 3+ years of experience working in the water treatment market and/or residential products sold through distribution
 - Familiarity with Ultraviolet disinfection technology and/or hands-on experience a plus
 - Excellent interpersonal and communication skills (written & oral)
 - Excellent task management & organization skills
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AquiSense Technologies is the global leader in UV-C LED systems design and manufacture. We work with leading LED manufacturers to evaluate their devices and then design efficient disinfection products. Using a combination of patented technology and in-depth know-how, AquiSense integrates LED devices into products that solve real world problems in water, air, and surface applications.