**Industrial Water Treatment Sales Engineer**

**Sepratech Corporation**

**Location:** Houston, Baton Rouge, or New Orleans

**Open Positions**: 3
**Travel:** 40-60% throughout Gulf Coast region

**About Sepratech**

Sepratech Corporation is a rapidly growing industrial water treatment company serving the Gulf Coast region, including Mississippi, Louisiana, Arkansas, Texas, and Oklahoma. Recently acquired by private equity, we are positioned for significant scaling and growth in both our service offerings and geographical penetration. Our leadership team consists of industry veterans with extensive experience at major publicly traded water companies, combining entrepreneurial agility with proven scalability processes.

**The Opportunity**

We are seeking a driven Industrial Water Treatment Sales Engineer to join our expanding sales team during an exciting growth phase. This role offers the opportunity to work directly with industrial clients across key sectors including oil refineries, petrochemical facilities, power plants, food manufacturing, and data centers while contributing to our regional market leadership strategy.

**Key Responsibilities**

**Sales & Business Development**

* Generate new business opportunities and maintain existing customer relationships within assigned Gulf Coast territory
* Manage complete sales cycle from lead generation through contract closure, including deals ranging from $50,000 to $500,000
* Conduct technical sales presentations and product demonstrations to plant engineers, operations personnel, and procurement teams
* Collaborate with engineering and operations teams to develop customized water treatment solutions
* Achieve quarterly and annual sales targets while maintaining profit margin requirements

**Technical Expertise**

* Serve as technical advisor to customers on raw water clarification, boiler feed purification, and wastewater treatment solutions
* Conduct site surveys and assessments to identify water treatment opportunities and challenges
* Prepare technical proposals, specifications, and cost estimates for industrial water treatment systems
* Support installation and commissioning activities as needed
* Maintain current knowledge of industry regulations, environmental compliance requirements, and emerging technologies

**Customer Relationship Management**

* Build and maintain strong relationships with key decision makers at industrial facilities
* Utilize CRM system to track sales activities, opportunities, and customer interactions
* Coordinate with customer service and technical support teams to ensure customer satisfaction
* Participate in industry trade shows, conferences, and networking events
* Provide market intelligence and competitive analysis to sales leadership

**Team Collaboration**

* Work closely with VP of Sales and sales team members to share best practices and market insights
* Support training and development of new sales team members as the organization grows
* Contribute to the development of sales processes and procedures to support company scaling objectives

**Ideal Candidate Profile**

**Experience Requirements**

* Bachelor's degree in Chemistry or Engineering (Chemical, Environmental, Mechanical preferred) or related technical field
* Minimum 3-5 years of industrial sales experience, preferably in water treatment or related industrial services
* Experience selling to oil refineries, petrochemical facilities, power plants, food manufacturing, or data centers
* Familiarity with competitors such as Veolia, Xylem, Ovivo, MPW, or Puretec preferred
* Proven track record of meeting or exceeding sales targets

**Technical Knowledge**

* Strong understanding of industrial water treatment processes and equipment
* Knowledge of water chemistry, filtration systems, and treatment technologies
* Ability to read and interpret P&IDs, technical drawings, and specifications
* Understanding of environmental regulations and compliance requirements
* Experience with water testing and analysis procedures

**Skills & Competencies**

* Existing relationships within Gulf Coast industrial market preferred
* Excellent technical communication and presentation skills
* Strong problem-solving and analytical abilities
* Self-motivated with ability to work independently in field-based role
* Proficiency with CRM systems and Microsoft Office Suite
* Valid driver's license and ability to travel extensively throughout assigned territory

**Personal Attributes**

* Entrepreneurial mindset with ability to thrive in fast-paced, growth-oriented environment
* High level of integrity and professionalism in customer interactions
* Results-oriented with strong attention to detail
* Ability to build trust and credibility with technical and business stakeholders
* Adaptable and resilient in competitive market environment

**What We Offer**

**Compensation Package**

* Competitive base salary: $85,000 - $125,000 (commensurate with experience)
* Performance-based commission structure with uncapped earning potential
* Annual bonus opportunity tied to individual and company performance
* Participation in company success through potential equity opportunities
* Comprehensive benefits package including health, dental, and vision insurance
* 401(k) with company matching
* Company vehicle

**Growth Opportunity**

* Career advancement opportunities within expanding sales organization
* Direct mentorship from industry veteran sales leadership
* Exposure to private equity-backed growth strategies and acquisition activities
* Opportunity to specialize in high-growth service offerings like water-as-a-service
* Professional development and training opportunities

**Work Environment**

* Modern tools and technology to support sales effectiveness
* Collaborative team environment with experienced industry professionals
* Autonomy to manage territory and customer relationships

**Next Steps**

Join Sepratech during this exciting growth phase and help us establish market leadership in the Gulf Coast industrial water treatment sector. This role offers the perfect opportunity to advance your career while working with industry veterans who have the resources and expertise to achieve ambitious growth objectives.

To apply, please submit your resume along with a cover letter detailing your relevant industrial sales experience and technical background in water treatment or related industrial services.