

## **Title: Sales Project Manager**

**Water Well Solutions Wisconsin, LLC** is seeking a Sales Project Manager. A sales project manager creates and implements sales strategies for a business or organization to grow its customer base and increase revenue. As a sales project manager, your responsibilities are to define the requirements for qualified sales leads, initiate and nurture customer relationships, draft sales proposals including price quotes, and help the sales team close sales to meet short-term and long-term goals. You also observe the company's sales process and identify areas for improvement.

As a Water Well Solutions Sales Project Manager your duties will include sales and marketing in the well and pump field, with a focus on the commercial and industrial market. As Sales Project Manager, you shall have, subject to the direction and control of the Vice President of the Company, responsibilities for project management including prospecting and customer development, project design, purchasing, crew and equipment selection, equipment installation and maintenance, client management ultimately requiring complete account servicing including, the invoicing and collecting of receivables. In addition, you will perform field services as the company may direct from time to time for training purposes.

Subsequently, as a Sales Project Manager, you will be accountable for proposals at all stages, from budgetary to high-level bid documents. You will work closely with your Sales Project Management peers to collect the necessary information for the project plan which will include accurate pricing, selecting the correct equipment, as well as project deliverables for each project, application, and site. You will be cross trained and responsible for all facets of production, products, and services, with the opportunity to progress in the area of need and choice as the company grows. The company may, in its sole discretion, revise your job duties consistent with business circumstances.

In addition, you will be a part of the sales team that is accountable for achieving the companies' sales goals. You will be accountable to coordinate all necessary resources to assist in the design of projects that feed the requirements for the execution of the project, resulting in customer satisfaction and profitability for the company. As a Sales Project Manager, you will be accountable for contributing to a work environment that fosters pride in being a part of a winning team that promotes personal growth.

### **Job Requirements:**

Two plus years of experience in the water and wells industry; preferably in the industrial and municipal market.

Strong mechanical background a plus, with general knowledge of geology as it relates to water well construction and maintenance.

Must be a motivated self-starter who maintains a friendly, courteous, and compassionate demeanor at all times.

Strong IT background is a must with ability to effectively utilize the entire Microsoft suite of applications such as word, excel, PowerPoint, Adobe, etc.

Coordinate with the Senior Sales Project Managers and Operations Managers in performing all day-to-day requirements according to our mission statement.

Meet operational expectations and maintain high product quality standards.

Interface and effectively communicate with clients, engineers, general contractors, and city/state personnel to coordinate submittal, tracking, and permit issuance process.

The ability to travel to trade shows and sales opportunities at the expense of the company to drive sales and maintain outward facing marketing.

Remain cognizant of current projects, continually prioritize projects by importance, maintain effective time management skills on a daily basis, ensure all statuses are up to date, and ensure communication is made to the appropriate personnel with their “current” status generating accuracy within the company portal.

Perform tracking functions to account for permitting status at the city/municipality, or state level.

May assist in researching new policies, procedures, etc. to ensure SOPs are current, and provide value added services to our clientele by being expeditious in our processes.

Responsible for accurate billing procedures.

Responsible for ensuring regulatory compliance and upholding operations standards through the project life-cycle.

Provide coverage and perform duties and/or functions whenever Senior Sales Project Manager or Operations Manager is scheduled off, on vacation, or requests assistance.

Responsible for actively listening, establishing rapport with clientele, vendors, and possess overall relationship building skill with all personnel – internally and externally.

Attends all company and association meetings, as scheduled.

Responsible for exercising tact and professionalism when problem-solving and resolving conflicts; maintain a willingness to take corrective actions to fix mistakes, address complaints, or otherwise improve the permitting experience.

All other job duties as assigned.

**Compensation:**

Based upon qualifications and experience.

**Benefits:**

Medical, Dental, 401(k) Match, PTO, HSA, Company Vehicle, Life Insurance, etc.

**Application Process:**

Please Visit our website at [https://wwsg.com/contact\\_us.html](https://wwsg.com/contact_us.html) and fill out the application via the link at the bottom of the page. You can email completed applications with attached resumes to [waterwellsolutions-wi@wwsg.com](mailto:waterwellsolutions-wi@wwsg.com) or mail them to the address below.

Water Well Solutions Wisconsin, LLC  
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ATTN: Hiring Staff

*Water Well Solutions Wisconsin, LLC is an Equal Opportunity Employer  
Position will remain open until it is filled.*

Thank you for looking!