



## PR/086898 | Sales Representative for Water Infrastructure Solutions (Remote in Texas)

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1556338

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

August 26th, 2025 10:41

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Sales Representative for Water Infrastructure Solutions (Remote in Texas)

### POSITION SUMMARY

Our client is seeking a Texas-based Sales Representative to help establish and grow our market presence in Texas. You will be responsible for direct outreach to engineering firms, municipalities, and private contractors, promoting our portfolio of water-related infrastructure products. Reporting to the CEO.

### RESPONSIBILITIES

- Identify and pursue new business opportunities in both public and private sectors
- Build strong relationships with civil engineers, specifiers, procurement officers, and contractors

- Promote and sell technical products in stormwater, sewer rehab, filtration, and hydropower
- Generate and manage a qualified pipeline of opportunities ("project stock")
- Deliver product presentations and Lunch & Learn sessions to engineering firms and municipal clients
- Track all activities, leads, and opportunities through structured reporting
- Collaborate with internal technical and operations teams
- Provide clear, timely updates to management
- Stay up to date on market trends, industry events, and competitive activity

## QUALIFICATIONS

- 3+ years of B2B sales experience (infrastructure, water, construction, or industrial sectors preferred)
- Located in Houston, TX, Dallas, TX, Austin, TX, or San Antonio, TX (preferred)
- Strong communication and presentation skills
- Proactive, self-motivated, and highly accountable
- Ability to travel within Texas (mainly day trips; overnight travel may be limited)
- Valid driver's license
- Authorized to work in the United States

## PREFERRED QUALIFICATIONS

- Experience working with engineering firms, public agencies, or capital equipment
- Understanding of municipal procurement processes or infrastructure project cycles
- Technical background or aptitude (not required but valued)
- Familiarity with CRM tools and structured sales reporting

## LOCATION

- Remote in Houston, TX, Dallas, TX, Austin, TX, or San Antonio, TX
- You may be required to go to the Houston office approximately once or twice a month for meetings or other business needs.

## SALARY & BENEFITS

- USD \$90,000 - 110,000 DOE
- Comprehensive health, dental, and vision insurance coverage.
- Paid time off (PTO) and company holidays.
- Flexible work environment (Remote work opportunity)
- This role is NOT visa sponsored

#LI-JACUS #LI-US #countryUS

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Company Description