

アメリカの求人なら JAC Recruitment USA

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

December 2nd, 2025 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.us/privacy-policy

Company Description