



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

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1556338

業種

その他（商社）

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2025年09月09日 01:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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>

会社説明