

## About Us

Membrion's purpose is to create circularity of the world's most valuable resources. Our initial focus is on water, and we work with the world's largest companies to help them recover and reuse the wastewater they generate. Our award-winning ceramic desalination membranes enable us to efficiently treat impossibly challenging wastewater, such as those that would otherwise be trucked off-site to a 3<sup>rd</sup> party facility to be boiled or chemically processed. As one of the best-funded and fastest-growing start-ups in water technology, we embody diversity and define success as living our core values of seeing what isn't obvious, being obnoxiously reliable, relentlessly flowing like a river, and being in this together. You can learn more about these core values at [membrion.com/careers](https://membrion.com/careers).

<b>Position Title:</b>	Technical Sales Representative
<b>Position Type:</b>	Full-Time, exempt
<b>Location:</b>	Remote
<b>Reporting To:</b>	SVP of Business Development
<b>Salary Range:</b>	\$80,000 - \$130,000, with additional bonus, benefits and stock options
<b>Travel Requirement:</b>	30% - 50%

## Position Description & Expectations

This individual will be energized by the challenge of introducing and selling new technology into a conservative market, and eager to learn, build and adapt tactics as the technology and market matures. They will actively engage with prospective customers to identify their needs and provide effective solutions using Membrion's electro-ceramic desalination process. This person will be Membrion's first sales representative and will collaborate closely with Application Engineering and Customer Success teams.

## Responsibilities

1. Lead Generation and Qualification:
  - Identify potential customers and applications that align with Membrion's value proposition utilizing various channels, including online research, industry directories, referrals, and cold calling.
  - Prioritize leads by understanding their wastewater treatment requirements, budget, timeline, and decision-making process.
2. Product Presentation and Demonstrations:
  - Effectively communicate the features, benefits, and competitive advantages of our industrial wastewater treatment technologies to potential customers.
  - Conduct product demonstrations remotely, showcasing how Membrion's unique capabilities will address their specific wastewater treatment and recovery challenges.
3. Proposal Development:
  - Collaborate with Application Engineering to prepare customized proposals and quotes based on customer requirements, ensuring accurate pricing, technical specifications, and delivery timelines.
4. Market Research and Competitive Analysis:
  - Stay updated on the latest trends, technologies, and regulations in the industrial wastewater treatment industry.
  - Conduct competitive analysis to identify market differentiators and positioning strategies.
  - Provide insights and feedback to marketing and customer success teams to enhance our customer's experience.

5. CRM and Sales Administration:
- Utilize Membrion's Customer Relationship Management (CRM) system to track leads, opportunities, and customer interactions.
  - Maintain accurate and up-to-date sales records, including sales pipelines, forecasts, and activity reports.
  - Collaborate with Application Engineering and Customer Success teams to streamline sales processes and optimize sales efficiency.

#### **Required Qualifications & Skills**

- At least 5-10 years of experience selling equipment or components associated with industrial wastewater treatment.
- Strong technical aptitude to understand and effectively communicate complex wastewater treatment technologies and solutions.
- Excellent communication and presentation skills, with the ability to engage with customers remotely and deliver persuasive sales pitches.
- Self-motivated and results-oriented, with a proven track record of meeting or exceeding sales targets.
- Ability to build rapport and establish long-term relationships with customers.
- Proficiency in using CRM software and other sales productivity tools.
- Strong organizational skills with the ability to manage multiple priorities and meet deadlines.
- A willingness to travel (30-50%) for customer visits or industry conferences, primarily within North America.

#### **Preferred Qualifications & Skills**

- Experience selling new, early-stage technologies in industrial wastewater treatment
- Experience selling into various industries including, but not limited to, semiconductor, food & beverage, and automotive.
- Bachelor's degree in a technical field is preferred, but not required

**Apply to this position on LinkedIn or by sending your resume to [jobs@membrion.com](mailto:jobs@membrion.com)**