



# SALES AGENT

## COMPANY DESCRIPTION

Livestock Water Recycling, Inc. is a water treatment company focused on providing livestock operations with sustainable and cost-effective manure treatment technology. With systems installed and operating throughout Canada and the US, our innovative and award-winning technology recycles clean, potable water from manure. The System also concentrates valuable nutrients allowing for strategic fertilizer application significantly reducing the risk of nutrient run off and ground water contamination. We were the first to envision water recycling from manure making us the global leaders in this technology. We are proud to be the future of manure management. LWR Inc. has been the recipient for many accolades and awards for our innovative technology and in 2015, we were announced as a finalist for Alberta's Top Best Workplace for diversity.

The LWR team is a tight-knit, family style group that is comprised of spirited individuals with diverse backgrounds from engineering, marketing, psychology, finance, accounting, human resources, and trade school. Our leadership creates a workplace that encourages autonomy, delivers empowerment, and offers opportunities for growth. Candidates that join our team will also share our core values:

Passion:	Love what you do
Innovation:	Imagine, create, deliver
Integrity:	Do what you say
Teamwork:	We are better together
Excellence:	Always make it better
Service:	Put our customers first

## POSITION SUMMARY

The Sales Agent is a proactive self-starter who is responsible for establishing new accounts for LWR equipment in your area. This will include executing cold calls, completing follow-ups and engaging potential clients through the LWR sales process in designated sales regions. This individual will meet monthly sales quotas and deliver excellent customer service to both existing and new customers. They are expected to be knowledgeable of the technical aspects of the LWR treatment system, as well as the agriculture industry in general.

**Reporting to:** Director of Operations  
**Job Type:** Sales Agent/Unlimited Commission





## SALES AGENT CONTINUED...

### SKILLS & ABILITIES

- Looking for a pure hunter to grow our market
- Possesses remarkable interpersonal skills
- Demonstrates a willing spirit, strong work ethic, and commitment to delivering excellent customer service
- Highly organized and efficient in time management
- Highly effective in negotiating and closing sales with prospective clients, having a proven track record of exceeding sales quotas, targets and business objectives
- Skilled at building and maintaining relationships
- Communicates effectively with customers, prospective clients, and co-workers
- Knowledge of Act! Premium is an asset

### QUALIFICATIONS

- Bachelor's degree in a business program
- Minimum 5 years of experience working in equipment sales
- Proven track record of exceeding sales quotas, targets and business objectives
- Valid Passport
- Driver's license with clean record
- Knowledge of the agriculture industry and wastewater treatment is preferred

### DUTIES AND RESPONSIBILITIES

- Identify and pursue the opening of new accounts
- Regularly service existing accounts
- Maintain an active sales pipeline
- Promoting our products and services to businesses within your community
- Collaborate with management to develop new business strategy and plans to maximize growth in sales territory
- Provide competitive activity reports to management
- Comply with company policies, practices and instructions
- Successfully close contracts

Please submit your cover letter and resume by email to: [careers@livestockwaterrecycling.com](mailto:careers@livestockwaterrecycling.com)

Please include the job title in the subject of your email.

Only selected applicants will be contacted for an interview.

THANK YOU FOR CONSIDERING THIS POSITION AND GOOD LUCK!

***LWR Inc. is an Equal Opportunity Employer***

