



## Sales Associate

Aquacycl is a San Diego-based startup providing advanced technology solutions for the treatment of high-strength wastewater ([www.aquacycl.com](http://www.aquacycl.com)). The company has developed the BioElectrochemical Treatment Technology (BETT™) for use in packaged wastewater treatment plants that can treat industrial, agricultural and residential/municipal wastewater. Aquacycl provides wastewater management through cost-effective equipment rental and service across a wide range of customer applications.

Aquacycl is seeking a Technical Sales Associate to work in a dynamic team in San Diego and San Francisco to help close sales, curate potential sales leads and support the growth of an existing sales pipeline. A co-aligned effort for the Sales Associate will be to support and grow marketing efforts targeted to a priority customer base. The Sales Associate will be based in San Diego, report directly to VP of Sales located in San Francisco, and collaborate with the CEO in the San Diego office.

Responsibilities will include, but are not limited to:

- Building customer relationships including the development of a relevant business case, project proposals and regular follow up through close of sale.
- Executing service and equipment rental contracts and assisting with the sale process through system commissioning to ensure customer satisfaction.
- Reviewing, organizing and compiling customer information into an existing CRM system.
- Researching potential customers to identify relevant contact information and background information regarding wastewater treatment history and need.
- Curating customer databases and conducting independent research to support marketing strategies that will open new sales conversations.
- Regularly reviewing work progress and challenges with Team Leaders to ensure sales goals are met.
- Periodically assisting with administrative tasks such as filing, digitizing and scheduling meetings.

Successful candidates must demonstrate excellent communication skills, outstanding organizational and time management skills, a high-level of initiative, ability to work with minimum supervision, flexibility to handle a variety of tasks, and be able to shift priorities quickly. The successful candidate must have very strong interpersonal and relationship building skills and the ability to effectively interact with all levels of Aquacycl staff and external partners across multiple physical locations.

*Aquacycl provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.*

*This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.*