

Inside Sales Representative

Company Overview

UV Pure Technologies Inc. is a manufacturer of advanced ultraviolet (UV) water disinfection systems for residential, commercial, industrial, public and municipal applications. The company's patented Crossfire Technology® is a recognized innovation in water disinfection with over 18,000 installations worldwide since 1998, and earning an Artemis Top 50 Clean Tech Company award, two Frost & Sullivan Best Practices Awards, and a Canadian Drinking Water Association award for innovation.

At UV Pure, our goal is to contribute to global health by delivering Pure, Safe water, Always. Our patented Crossfire Technology® is an industry-leading solution to the pressing global issue of water access and quality.

Work Context and Environment

Headquartered in Scarborough, Ontario, UV Pure focuses on the Canadian and US markets, has support offices across Ontario and development offices in India South East Asia. We are active in supporting existing installations and taking on new projects in Ontario, New York State, California, India, México and South East Asia. We also distribute to other countries worldwide.

Our diverse team includes licensed engineers and operators in the Province of Ontario, and we partner with local firms internationally to deliver innovative water solutions to meet any water management objectives.

Within this context, UV Pure is actively looking to add an **inside sales representative on a permanent, full-time** basis to support and complement the busy sales team based in the Greater Toronto Area. The inside sales representative will report to Directors of Sales heading the Self-directed Sales Team, and will work closely with the Service Manager and Customer Service. The inside sales representative will work with a high level of autonomy and will be expected to bring an analytical, detailed perspective to organizing and tracking new sales opportunities.

Professional Development Opportunities

The inside sales representative will be provided with initial orientation and training when they assume the role. The position offers significant professional growth opportunities, as the inside sales representative will be expected to take on more responsibilities across business/product lines over time. As this role will operate with an increasing level of autonomy and self-direction as it evolves, the inside sales representative will have opportunities to grow and strengthen these skills.

UV Pure Technologies is in a period of corporate transformation and growth, which will provide the inside sales representative with a wider perspective of the organization's expanding product line and services. Strong performers can gain knowledge of, and experience with, the full spectrum of water and wastewater treatment products and services. The inside sales representative's own talents, capabilities and performance will enable opportunities for this professional growth.

Role Description

UV Pure offers the inside sales representative the opportunity to discover innovative technologies in the stimulating clean tech sector. The inside sales representative will deal with various existing and potential client groups such as water treatment technology distributors, OEM or specifying engineers. This professional will be expected to travel occasionally for trade shows within North America. The position will perform functions and responsibilities including, but not limited to, the following:

- Preparation of detailed proposals and bids
- Researching and pursuing potential leads from business directories, web searches, and digital resources
- Cold calling to potential clients and qualifying leads
- Presenting information or conducting webinars to potential clients
- Monitoring and tracking sales performance and metrics
- Maintaining databases (such as Salesforce CRM system, Excel) of prospective client information
- Providing assistance with the organization of trade shows
- Coordinating external periodic publications with the support of an external consultant
- Maintaining the company's knowledge library, including competition updates
- Monitoring existing accounts for growth and business development opportunities to support the achievement of sales quotas
- Presenting UV Pure's product line and representing the company to water treatment technology distributors, technology integrators, specifying engineering firms, regulators and other industry influencers

In addition to the delivery of these functions and tasks, the inside sales representative is expected to constantly project and promote a positive and professional company image to all existing and potential clients. The inside

sales representative will also be expected to proactively, or by management request, seek opportunities for improved efficiencies, cross-selling, and business development across the company's other business lines.

The Ideal Candidate

As the ideal inside sales representative, you are familiar with environmental or clean technologies

You are autonomous and self-driven

You are a resourceful and active team player, looking for opportunities to pass on sales leads across company business lines

You have experience with AutoCAD® and/or other computer drawing software

You have experience in water/wastewater management, disinfection, filtration, or fluid handling in general

You have knowledge of Salesforce® software and application.

Knowledge of French or Spanish is preferred

You are a curious learner and take responsibility for expanding your professional knowledge

You are driven by the desire to provide quality work and superior client service

Knowledge, Experience and Education

- Post-secondary education, preference will be given to candidates having an engineering background
- At least one year of work experience, preferably in sales
- Ability to work with a high level of autonomy
- Ability to contribute as a valuable team member
- Ability to deliver sales presentations with confidence
- Proficiency with the Microsoft Office suite

Skills and Competencies

- Self-motivated, curious and driven towards developing professional knowledge.
- Excellent oral and written communication skills in English.
- Active team player among colleagues.
- Results-oriented

- A strong work ethic that reflects UV Pure's values of honesty, teamwork and customer-focus

Compensation

We offer a competitive salary (plus bonus) based on experience