Regional Sales Manager

ECO Oxygen Technologies, LLC (ECO_2)

Location: Remote **Travel:** Approximately 25% **Employment Type:** Full-Time

About ECO_2

ECO Oxygen Technologies, LLC (ECO_2) is an independent company headquartered in Indianapolis, Indiana, that designs and manufactures SuperOxygenation systems for water and wastewater treatment.

Founded in 2000, ECO_2 provides sustainable, environmentally friendly alternatives to traditional chemical treatment. Our innovative oxygen transfer technology helps municipal and industrial clients prevent odors and corrosion, improve water quality, and enhance the performance of water and wastewater infrastructure.

With more than two decades of experience, ECO_2 has delivered proven solutions throughout North America and internationally while helping utilities reduce operating costs and improve environmental performance.

About the Position

ECO_2 is seeking a motivated, technically capable, and results-oriented Regional Sales Manager to join our growing team. This position is responsible for increasing sales of ECO_2 technology within an assigned geography or market segment, developing new business, building relationships with utilities and consulting engineering firms, and advancing projects from initial opportunity identification through sale and implementation.

The Regional Sales Manager will work closely with ECO_2 engineering, applications, operations, and management personnel, as well as municipal and industrial clients, consulting engineers, contractors, and sales representatives. The position requires a combination of technical understanding, consultative selling, relationship development, opportunity management, and disciplined follow-up.

The successful candidate should be comfortable discussing water and wastewater treatment challenges, identifying where ECO_2 technology may provide value, coordinating technical discussions, developing opportunities, and representing ECO_2 professionally in the marketplace. Relocation is not required.

Key Responsibilities

Sales & Business Development

- Develop and execute a sales strategy for an assigned geography or market segment to increase sales of ECO_2 products and services.
- Identify, qualify, develop, and close new sales opportunities with municipal, industrial, environmental, and other qualified customers.
- Solicit and promote the sale of ECO_2 products through direct involvement with utilities, consulting engineering firms, contractors, conferences, trade organizations, and other industry contacts.
- Generate new leads and advance qualified opportunities through the sales process from initial contact through proposal, negotiation, award, and project implementation.

- Establish, develop, and maintain long-term relationships with utilities, consultants, engineers, contractors, industrial clients, and other strategic partners.
- Develop and maintain a strong pipeline of qualified opportunities and provide accurate forecasts of sales activity and project timing.
- Identify opportunities for repeat business, system expansions, upgrades, aftermarket services, and additional ECO_2 applications.

Technical & Opportunity Development

- Assess project opportunities to determine technical feasibility, customer motivation, funding, competition, decision process, project schedule, and likelihood of award.
- Understand customer water and wastewater treatment challenges and identify applications where ECO_2 technology may provide technical and economic value.
- Work closely with ECO_2 application and engineering personnel to develop technical solutions, proposals, budgets, and presentations.
- Facilitate technical discussions between ECO_2 and potential or existing customers to advance qualified sales opportunities.
- Participate in site visits, due diligence, pilot projects, demonstrations, and technical evaluations as required.
- Develop a working knowledge of Speece Cone SuperOxygenation systems, oxygen transfer, side-stream pumping, oxygen supply systems, and related water and wastewater applications sufficient to communicate effectively with customers and consultants.

Sales Representative & Channel Management

- Assume responsibility for assigned outside sales representatives and strategic sales partners to grow sales and expand ECO_2's market presence.
- Recruit, develop, coordinate, and support sales representatives and channel partners where appropriate.
- Provide sales representatives with technical, marketing, and opportunity-development support.
- Monitor representative activity, opportunities, customer relationships, and follow-up to ensure assigned opportunities are actively developed.

Marketing & Market Development

- Participate in marketing initiatives and internal strategic objectives that support growth in assigned markets.
- Represent ECO_2 at conferences, trade organizations, customer meetings, site tours, demonstrations, and industry events.
- Monitor industry publications, utility projects, consulting activity, funding programs, and market developments to identify potential opportunities for ECO_2.
- Help develop and refine sales presentations, case studies, technical marketing materials, and other customer-facing content.
- Improve brand recognition and general understanding of ECO_2 technology and its benefits within assigned markets.

CRM, Reporting & Sales Administration

- Maintain accurate and timely records of customer contacts, opportunities, project status, next steps, and forecasts in ECO_2's CRM system.
- Prepare regular sales pipeline, forecast, and activity reports.
- Coordinate internally to ensure customer commitments, proposals, quotations, and project handoffs are communicated clearly.
- Maintain accurate records of ECO_2 display, demonstration, and sales equipment placed in your possession.

Required Qualifications

- Bachelor's degree in engineering, engineering technology, business, environmental science, or a related field OR equivalent technical and sales experience.
- 5–7 years of experience in water/wastewater, environmental, industrial, engineering, technical sales, consulting, or a related field.
- Demonstrated sales, business development, consulting, or customer-facing experience.
- Strong technical aptitude and ability to understand equipment, treatment processes, and engineering concepts.
- Excellent phone, email, presentation, and customer-training skills.
- Excellent communication, documentation, organizational, follow-up, and time-management skills.
- Ability to interact effectively with multidisciplinary clients, utilities, consultants, engineers, vendors, contractors, and internal personnel.
- Ability to work proactively and independently while also collaborating effectively with a small, multidisciplinary team.
- Ability to develop relationships and influence technical and business decision-makers.
- Proficiency with Microsoft Office, including Word, Excel, PowerPoint, and Outlook.
- Willingness and ability to travel approximately 25%–50% of the time, including domestic travel and occasional travel to Canada or other international locations as business requires.
- Valid driver's license and ability to travel to customer and project sites.
- Ability to carry and lift equipment or materials weighing up to 40 pounds.

Preferred Qualifications

- Engineering degree, particularly civil, environmental, mechanical, chemical, or related discipline.
- Professional Engineer (P.E.) license or progress toward licensure.
- Experience selling or specifying water and wastewater treatment equipment or systems.
- Experience working with municipal utilities, industrial facilities, consulting engineering firms, or contractors.
- Experience with pumps, piping, valves, controls, instrumentation, oxygen systems, aeration, or other water/wastewater equipment.
- Experience developing capital projects from concept through procurement or construction.
- Experience working with outside sales representatives, manufacturer's representatives, distributors, or strategic channel partners.
- Experience with CRM systems and structured sales pipeline management.

Technical Software

- **Required:** Microsoft Office; Adobe Acrobat; CRM

What We're Looking For

The ideal candidate is a self-starter who enjoys developing relationships, solving customer problems, creating opportunities, and taking ownership of the sales process. You don't need to know everything about ECO_2 technology on day one. We are looking for someone with strong technical fundamentals, commercial judgment, curiosity, persistence, and the ability to learn quickly.

This role is particularly well suited for someone who wants a career that combines technical and consultative selling, business development, customer relationship management, technical discussions, project opportunity development, travel, and exposure to innovative water and wastewater technologies.

Why Join ECO_2?

- Represent innovative oxygenation systems used throughout North America and internationally.
- Work directly with utilities, contractors, consultants, engineers, and municipal and industrial clients.
- Develop opportunities involving real-world water and wastewater treatment challenges.
- Work closely with experienced engineering and technical personnel to develop practical solutions.
- Travel to customer sites, conferences, and project locations and see ECO_2 solutions operating in the field.
- Work in a small, entrepreneurial company where individual contributions have an immediate impact.
- Build relationships across engineering, operations, sales, and senior management.
- Contribute to the continued expansion of ECO_2 technology into new markets and applications.

Compensation & Benefits

- Base salary range for this position is $100,000 – $120,000. Compensation is commensurate with experience and qualifications.
- Medical, dental, and vision insurance.
- Profit-sharing plan.
- Company-paid short- and long-term disability insurance.
- Company-paid life insurance.
- Bonus programs.
- Continuing education and professional licensure support.
- Professional development opportunities.
- Career development and wellness programs.
- Work/life balance.

Apply Today

> If you're looking for a career where you can develop new business, work directly with utilities and consulting engineers, solve challenging water quality problems, travel to customer sites, and help bring innovative treatment technology to market, we'd love to hear from you.
>
> Please submit your résumé and cover letter to **info@eco2tech.com** with "Regional Sales Manager" in the subject line.

ECO Oxygen Technologies is an equal opportunity employer committed to providing a professional, inclusive, and supportive work environment.