



**Lemna Environmental Technologies, Inc. (LET)** has been a technology leader in small, municipal wastewater solutions with a secondary focus in select industrial applications since the early 1980's. With a strong sales history, hundreds of installations across North America, and innovative technologies that meet or exceed customer requirements, LET is uniquely positioned for growth and broadening of our core product offering.

Lemna Environmental Technologies, Inc. of Vadnais Heights, MN is seeking a **Regional Sales Manager** who will be responsible for leading sales in a designated region.

**Job Summary & Responsibilities:**

Candidate will lead regional sales through established rep network. Primary tasks will include but are not limited to:

- Manage, develop, and grow business in a multi-state territory through industry representatives.
- Collaborate and communicate with engineers, reps, and customers to devise innovative solutions.
- Lead efforts within assigned region for managing rep network, forecasting future needs, and communicating regional requirements to sales leadership and operations.

This individual will be a key contributor to the sales team and effectively communicate with marketing, engineering, and operations to drive success. They will be responsible for driving sales in the assigned region through excellent communication, attention to detail, and exceptional customer service.

They will also contribute to internal projects related to enhancement of the overall improvements and deliverables tied to company goals.

**Job Requirements:**

- Bachelor's degree in business administration, engineering or a related field.
- Minimum 5 years of experience in related field.
- Experience in wastewater treatment, water treatment, or environmental industry preferred.
- Proficient in Word, Excel, and Adobe Editor required.
- Demonstrated experience in data and document management.
- Excellent organizational, verbal and written communication, and interpersonal skills.
- Effective relationship builder with the ability to relate to clients with diverse backgrounds.
- Proven ability to generate growth, forecast, meet, and exceed sales targets.
- Ability to identify client needs, influence others and position the appropriate solution.
- Strong understanding of customers and ability to implement tactics to improve customer satisfaction.
- Ability to strategically manage time, territory, and effectively leverage representative network.
- Ability to travel up to 80% of the time to client sites, client offices, and industry tradeshows.
- Results driven with a proven track record of sales accomplishments in selling capital equipment.

**Benefits & Compensation:**

- Competitive Salary; Commission & Bonus Eligible
- Medical benefits including dental
- Insurance benefits including life insurance
- Retirement benefits including company matching
- Paid holidays, sick, and personal leave
- Flexible work