



Job Title:	International Sales Development	Reporting to:	Vice President, Sales and Marketing
Company:	Waterblasting Technologies	Location:	Stuart, FL
Department:	Sales	Compensation:	Salary – Exempt (Base + Commission)

Company Overview:

In 2005, Waterblasting Technologies, Inc. was established to manufacture custom equipment designed to remove pavement markings on roads and runways and rubber build up on runway touch-down zones from aircraft landings. These specialty vehicles are one of the many inventions arising from the contracting activities of Waterblasting.com. Waterblasting Technologies, Inc. manufactures the Stripe Hog® Waterblasting System, which has quickly become the world's leader in marking removal, rubber removal, surface preparation and pavement cleaning. The Stripe Hog removes all types of pavement markings from roads and runways and rubber deposits left from aircraft landings. The Stripe Hog is used in over 35 countries around the world and there are more units operating around the world than our four closest competitors combined.

<http://waterblastingtechnologies.com/>

Waterblasting Technologies, Inc. thrives on its entrepreneurial environment and its continuing pursuit of unique opportunities to create innovative solutions within its industry. Waterblasting Technologies, Inc. has a long-standing tradition of setting the highest standards of quality in its products, its people and its methods to provide the very best service to its customers. Waterblasting Technologies, Inc. believes professional excellence, teamwork and integrity are the keys to achieving this goal.

Position Overview:

Responsible for developing a strategic review of market opportunities, developing and implementing strategies to maximize market share, and profit margins while increasing revenue growth.

Specific responsibilities include:

- Lead and work with existing agents worldwide to cultivate existing relationships and expand upon what has been started.
- Identify, prospect, and secure new business by developing agents that establish, and maintain, territories for Waterblasting Technologies, Inc. to increase market share
- The International Sales Development position will be responsible for assisting with the generation of new business and servicing existing agents/customers with future products through multiple channels including Internet research, cold calling, trade show participation, government bids, relationship development.
- The International Sales Development position is also responsible for ensuring leads are methodically worked through the sales process.
- Work with Marketing to prepare quotes and proposals for presentations to prospective customers.
- Maintain customer relationships through proactive communication.
- Ability to travel internationally up to 50% of the time.
- Other duties as needed to meet growth requirements.

Qualifications/Experience:

- Bachelor’s degree in business or related field; if education requirement not met, consideration given to those with 8 years of outside sales experience.
- A minimum of three years’ experience in business to business sales, preferably with a manufacturing company or selling industrial products.
- Evidence of success in developing and implementing business development strategies.
- Evidence of success in technical sales/commercial negotiations.
- Evidence of success in building and maintaining a broad network of stakeholder relationships leading to sales opportunities.
- Track record of successfully identifying new commercial/sales opportunities and converting opportunities into sales.
- Proficient in MS Office – Outlook, Word, Excel, and Power Point; Salesforce.com or other CRM and online communication tools including Skype, Webex and/or GoToMeeting.
- Advanced communication and influencing skills and the ability to convince through personal credibility.
- Energetic self-starter with the desire to succeed.
- Self-motivated, ability to work independently
- Self-disciplined, highly organized, goal-oriented.
- Successful in prospecting new customers.
- Knowledge of principles and processes for providing customer services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Possess excellent verbal and written communication skills.
- Must be self-motivated with abilities to work independently and collaboratively with team members.
- Possess an outgoing, friendly personality.
- Must be fluent in English, ability to speak other languages a plus.

Waterblasting Group is an equal opportunity employer; we do not discriminate against any individual with regard to race, color, religion, sex, national origin, age, disability, marital status, veteran status, sexual orientation or other protected status.

I have read, and understand, the tasks I will be asked to perform.

Name

Date