



Shepard Bros. Inc.

ACCOUNT MANAGER WATER TREATMENT DIVISION

Shepard Bros. Inc., a leading chemical provider of cleaning, sanitizing, and water treatment products is looking for an individual to join our Water Treatment sales and service team to service the Los Angeles, Orange County, and San Bernardino County areas. This position provides ability to focus on all facets of water treatment including waste water chemicals, cooling tower and boiler chemicals, and metal finishing chemicals (i.e. pretreatment, rust preventatives, etc.) We are a growing family owned business with six divisions which provide us the advantage of being able to supply the water treatment needs for all types of manufacturing plants.

Responsibilities for this position will include:

- Generating new sales opportunities by identifying, qualifying, and obtaining new accounts.
- Identifying and resolving problems to ensure customer satisfaction.
- Observing and reviewing steam boilers, cooling towers and associated systems.
- Overseeing installation and repairing of water treatment chemical equipment.
- Monitoring customer chemical inventories.
- Preparation of service reports and customer correspondence.
- Daily communication with assigned service technician.

Successful Candidate must meet two of the following three requirements:

- Minimum of 2 to 5 years sales experience in water treatment or construction industry (i.e. mechanical contractor or related fields)
- Previous management or account responsibility experience
- College degree or trade school certification

Additional requirements:

- Understanding of steam boilers, cooling towers, chillers, compressors, and waste water systems.
- Familiar with the new construction industry (i.e. mechanical contractors)
- Strong mechanical ability (blueprint reading helpful) and math aptitude
- Problem solving and trouble-shooting capabilities on equipment
- Excellent planning and organizational skills
- Good written and oral communication skills. **Bilingual (English/Spanish) is a plus.**
- Ability to build and maintain strong customer relationships by understanding and meeting customer needs or expectations
- Strong work ethic and ability to prioritize and work independently
- Proficiency in Word, Excel, and Power Point
- Valid Drivers License and an acceptable MVR

We offer growth opportunities, competitive salary, bonus, 401(k) with company match, medical, dental, life and disability insurance.

Shepard Bros. Inc., - A great place to work!