



BUSINESS DEVELOPMENT REPRESENTATIVE - Municipal Government Sales

EOM is a leading provider of water and wastewater operations, engineering, industrial operations, and public works to the municipal governments market segment. With a strong presence in the Southeastern United States, we are seeking a dedicated and results-oriented Business Development Representative to drive sales within municipal governments in the region.

SUMMARY OF ESSENTIAL DUTIES AND RESPONSIBILITIES

Market Research

- Conduct in-depth research on water and wastewater infrastructure needs within municipal governments in the Southeastern United States.
- Stay informed about industry regulations, funding programs, and emerging technologies relevant to the water and wastewater sector.
- Regularly engage with company leadership to discuss market feedback and learnings to refine business development and marketing strategies.

Lead Generation

- Identify and qualify sales leads through targeted outreach to government agencies and municipalities.
- Develop and maintain a robust pipeline of opportunities within the water and wastewater operations space.

Client Engagement

- Build and nurture relationships with key decision-makers, utility managers, and engineers within municipal governments.
- Collaborate with clients to understand their specific water and wastewater challenges and propose tailored solutions.

Sales Presentations:

- Deliver compelling sales presentations that showcase our company's expertise in water and wastewater operations.
- Communicate the benefits and value proposition of our solutions to address the unique needs of government clients.

Proposal Development

- Collaborate closely with technical teams to develop comprehensive and customized proposals for water and wastewater projects.
- Ensure proposals align with government procurement processes and requirements.

Sales Collaboration

- Collaborate with cross-functional teams, including operations, engineering, and project management, to ensure seamless delivery of services to clients.
- Provide market feedback to contribute to product/service development and improvement.
- Engage internal resources to determine appropriate pricing, and strategy to secure opportunities of increased scope with the customer in the future.
- Compile quantitative information about the company's sales performance, analyze data to improve internal practices, and present recommendations to address market opportunities.

WORK EXPERIENCE REQUIREMENTS

- Bachelor's degree in Business, Marketing, Environmental Engineering, or related field.
- Proven experience in business development, sales, or account management
- Excellent communication, negotiation, and interpersonal skills.
- Ability to travel within the Southeastern United States as needed.
- Strong organizational skills and attention to detail.
- Knowledge of water and wastewater regulations, funding programs, and industry standards in the Southeastern United States a plus.



BENEFITS

- Competitive salary with commission and performance-based incentives.
- Comprehensive health, dental, and vision insurance.
- 401(k) retirement savings plan.
- Professional development opportunities.
- Supportive and collaborative team environment

Safety is the company's number one priority. Subject to company needs, employees must undergo pre-employment drug screen and maintain compliance with company Drug Free Workplace Program at all times. Employees must also comply with company safety program at all times.

To apply for this position, interested candidates must submit a resume at hr@eomgmt.com. For more information about EOM Operations, please visit www.eomworx.com.