



PROJECT SALES CONSULTANT JOB DESCRIPTION

Title: Project Sales Consultant

Reports To: Principal of Sales

Position Responsibility: Assist ESE's team with delivery of environmental consulting services to the marketplace in an organized and disciplined manner, striving to continuously improve in the areas of Consultative and Transactional Sales. Bring high valued customers to ESE's Due Diligence, Remediation, Compliance, Natural and Cultural Resource and Building Sciences business units.

Duties:

- Meet Sales Goals - Consistently meet or exceed monthly, quarterly, and annual sales, quality, productivity, and customer service goals. (1st Year Goal \$600,000)
- Make Proactive Contact with Existing and Potential Clients - make proactive contacts with existing customers and leads generated by ESE's Marketing team and your independent research and networking efforts.
- Use Consultative Approach - leverage a consultative selling approach with decision makers. Identify customer needs and recommend products and services that meet customer needs. The consultant listens to and addresses customer concerns and facilitates sales.
- Continually Improves Skills - work to continually improve selling skills. Listen to and incorporate coaching feedback and new techniques learned in sales training sessions and becomes a product/service expert. Understand features, benefits, and product changes, and keep current with industry and competitor information, then incorporate knowledge within selling approach, as needed.
- Be prepared to discuss and sell a wide range of environmental consulting services, which include but are not limited to Phase I and II Environmental Site Assessments, remediation services, compliance auditing and permitting for air, water and waste related items, asbestos and mold assessments and mitigation services, wetlands delineations and permitting, threatened and endangered species surveys and permitting and archeological surveys.
- Build Sales Pipeline - Build a strong sales pipeline. Identify customers who may purchase products and services at some point in the future, and plan and schedule follow-up communication. Work primarily with Real Estate, Financial, Industrial, Manufacturing, and Oil and Gas clients.
- Use Sales CRM (Salesforce) - Utilize a customer relationship management system (CRM) to plan, prioritize, track and measure selling activities. Create and input weekly sales forecast, and update customer contact information.
- Deliver Proposal Opportunities to Project Managers - Upon identification of a proposal opportunity, align the client with the appropriate technical resource in order to develop a proposal. See the process through to closing of the sale, delivery of the product, and feedback from the client.
- Develop MSA and Evergreen Contracts – Procure Master Service Agreements and Evergreen Contracts whenever possible to ensure repeat business and set fee schedules.
- Handle Incoming Calls and Email - handle incoming telephone calls, voicemail or email from customers and prospects that are sales related. Use proactive email communication, to complement telephone or in-person communication with customers.



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- Support the Team - The Project Sales Consultant will support a team-based and productive work environment. Furthermore, the Project Sales Consultant should consistently demonstrate a positive demeanor, and help mentor and train colleagues and junior sales consultants as necessary in the practice of consultative sales.
- Share Feedback - Share customer feedback with the team and provide input on changes to existing services or new services.

OPPORTUNITIES:

Our goal is to be recognized as the best environmental firm to work for in Texas. We are making major strides in that direction with an ever-increasing amount of flexibility, benefits, rewards, and opportunity for professional growth.

Benefits:

- Health Insurance
- Dental and Vision
- 401 K with employee match
- 120 Hours Personal Time Off (PTO)
- 8 Statutory Holidays
- Fixed and Variable Rate (FAVR) Car Allowance = \$300/Mo. + .16/Mile (*Managed per IRS requirements).
- Expense Account

COMMISSION AND BONUS:

Commission is a 15% profit share from Direct Sales after tax (Must Achieve \$50,000 Monthly Quota to qualify.)

Commission will be calculated on Accounts Received and profitability of the firm (8% Floor and 20% Ceiling). Commissions are paid on a quarterly basis.

Annual bonuses paid based on company and individual performance.

Education: Minimum of a B.S./B.A. in Sales, Marketing, or Business Administration.

Licenses: NA

Certifications: NA

Experience: Minimum 3 Years in Environmental Consulting Sales

Note: This is not an offer of employment. This document is intended to clarify the needs and opportunities presented by ESE. In the event an employment agreement is reached, a formal employment contract will be prepared.