



Chem-Aqua – Water Treatment Sales Representative – Mississauga/Brampton, ON

Chem-Aqua is the wholly-owned water treatment subsidiary of NCH Corporation, a privately-owned specialty chemical, maintenance supplies, and services company with over \$1 billion in annual sales. We are seeking top-tier talent to support our growth strategy. We offer an unparalleled training program, uncapped income potential, and a culture that recognizes results yet embraces the importance of work/life balance. Join the Chem-Aqua team, where your initiative and contributions will be noticed and make a difference.

The Water Treatment Sales Consultant will be responsible for identifying, developing, and servicing existing and new accounts in the **greater Mississauga/Brampton market**. They will work closely with our customers to provide water treatment programs tailored to their specific needs. "This is a remote position."

Responsibilities

- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedules to call on existing or potential sales outlets and other trade factors.
- Development and performance of all sales activities in the assigned territory (i.e. lead generation, cold calling, and appointment setting).
- Promotion and sales of maintenance services to new and existing Chem-Aqua customers.
- "Hands-on" servicing of accounts which includes but is not limited to; chemical testing, calibration and repair of chemical feed-related equipment, and visual inspections of systems when necessary.
- Schedule service and sales calls – includes daily, weekly, and monthly reporting.
- Identify new business needs and opportunities, and develop and implement customized solutions for our customers.

Requirements

- High School Diploma, College Degree Preferred.
- Experience in water treatment, water hygiene, environmental health and safety, and/or secondary disinfection is preferred, but not required.
- Minimum of 3-5 years of experience in sales with a proven successful track record.
- Demonstrated leadership, organizational, and management skill.
- Strong communication skills (both written and verbal) with experience working on teams from multiple locations.
- Strong mechanical aptitude.
- Knowledgeable in MS Office applications (Word, Excel, and Outlook).
- MUST be Highly Motivated and a Self-Starter.
- Perform physical work in an HVAC, cooling towers, or boiler equipment environment requiring exposure to chemicals, noise, hot & cold temperatures, and inclement weather.
- MUST be in good physical ability – the job requires frequent walking to and from the worksite.
- Own vehicle, valid driver's license & insurance, and acceptable motor vehicle record

Benefits

NCH Corporation offers a full suite of benefits, employee development, and recognition programs.

To Apply: Please email your resume in confidence to chemaquacan@nch.com and indicate "Brampton/Mississauga Candidate" in the Subject Line.