

TIER

TARGET, INVESTIGATE, EVALUATE, REMEDIATE



5745 LINCOLN HIGHWAY
GAP, PA 17527-9635
Toll Free: 800-652-4400
Phone: 717-442-4400
Fax: 717-442-6336

Job Title: Technical Sales Representative
Location: Gap, PA/Niagara Falls, NY
Type of Employment: Full-Time

Job Description:

TIER Environmental Services, LLC seeks a highly qualified Technical Sales Representative to join our Gap, PA Corporate Office, and our Niagara Falls, NY Office. Candidate will be responsible for all sales and market related activities including new business strategy/execution, presentation/proposal preparation, and overall customer satisfaction for environmental services within account base.

Duties/Responsibilities:

- Sales and marketing responsibility for all commercial activity within assigned region.
- Revenue responsibilities include attainment of quota, launch of new products/services.
- New business responsibilities include the development and execution of market entry planning and new product/service introduction.
- Identify and establish relationships within critical market segments.
- Development of target customers by industry, class of trade, and account specific profiling.
- Leverage existing industry knowledge to establish relationships with senior level executives and key decision makers in target accounts.
- Identify and establish business relations/alliances with local environmental service management companies to support sales efforts within region.
- Develop and maintain high visibility with major customers and vendor/alliance partners.
- Communicate crucial market, trade and competitive information.

Qualifications/Experience:

- Ability to achieve and exceed specified sales results.
- Proven success at developing new business and maintaining existing customer base.
- Minimum of three years' related sales experience.
- Ability to establish and cultivate matrix sales relationships at all levels of customer organizations (Executive, Key Decision Maker, Support-Influencer).

TIER Environmental Services, LLC
5745 LINCOLN HIGHWAY
GAP, PA 17527

TIER NY, LLC.
33 SOUTH HYDE PARK BLVD.
NIAGARA FALLS, NY 14303





Technical Sales Representative

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- In-depth market knowledge and understanding of industry.
- In-depth understanding of competitive companies, services/products and their strategies both regional and national.
- Ability to thrive in a highly independent environment.
- Strong ability to handle multiple activities and set priorities for assigned responsibilities that impacts the business regionally and nationally.
- Ability to manage strategic projects as assigned by manager, customer, and company.
- Advanced negotiation skills.
- Ability to communicate and instill company culture throughout the organization.

Education Requirement:

- (BA/BS Degree) Environmental Science, Physical Sciences or Engineering.

TIER provides exceptional environmental services for our valued clients, while creating a rewarding working environment for our employees founded on ethical and fair business relationships. TIER offers a competitive benefits package.

Thank you for your interest in TIER employment opportunities. Interested candidates should apply to **Attention: Mr. Richard Wimmer**.

