



Regional Product Educator

Kansas City, KS

Sales

Job Description

We are not big fans of the “used car salesman” approach. We believe that teaching our existing and potential customer groups about our value proposition is the most authentic way to sell a product. As a Regional Product Educator, you are Striem’s chief product educator within a select group of regions in the U.S. and Canada. While both at the home office and during sales trips, you are tasked with increasing product awareness among our primary customer groups: plumbing engineers, plumbing wholesalers, contractors, building owners, and Authorities Having Jurisdiction (AHJ’s). Each region has a dedicated independent sales representative (rep) that will be your teammate.

Responsibilities

- Manage each rep relationship within an assigned region
 - Continually educate each rep on product knowledge
 - Develop and execute sales plans within the rep’s territory
- Increase AHJ awareness and, if needed, work toward product approval within a given jurisdiction
- Establish distribution with best-in-class plumbing wholesalers
- Master the regulatory climate in your territory as it relates to various plumbing codes
- Listen to, document, and communicate product ideas that are conveyed from “the field”
- Assist in organizing and implementing sales and marketing initiatives
- Willingness to travel up to twice per month, with each trip lasting 2-3 business days

Qualifications

- Excellent communication skills
- Experience making people happy
- High emotional intelligence
- Ability to present in front of a large group
- Sales experience preferred
- Proficient with Microsoft Word, PowerPoint, and Excel
- Sense of humor

Area

The Sales Team has one primary objective: provide a memorable customer experience. We think all else will follow.

About Striem

Striem manufactures oil separators, solids interceptors, and chemical waste tanks. We hold a unique position in the pretreatment industry as the only company to manufacture only these three product lines. Focus is our friend. Our goal is simple: be the industry leader in all three categories. We’d like you to join us.

Please send resumes and/or inquires to gabe.ismert@striemco.com.