



## **Position Description**

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**POSITION TITLE:** Tank Cleaning Specialist

**REPORTS TO:** Sales Manager

**DEPARTMENT:** Sales and Marketing

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**POSITION SUMMARY:** The Technical Sales Specialist has direct sales responsibilities and serves as the primary technical resource for the field sales force. This position will work with our tank cleaning team to develop the knowledge and skills required to market and sell Evergreen's industrial tank cleaning solutions. As a Technical Sales Representative, you are required to be a technically oriented, organized, highly motivated individual with strong communication skills and able to work in a team based environment. You will be responsible for maintaining existing client base, developing new opportunities and working with the sales team to develop and close tank cleaning opportunities within their assigned accounts. Your ability to develop relationships with key decision makers and end users as well as make sales & technical presentations are essential ingredients for success.

### **DUTIES AND RESPONSIBILITIES:**

1. Responsible for maintaining and growing existing tank cleaning clients and develop new opportunities to deliver tank cleaning solutions to reach financial goals.
2. Able to identify all commercial and technical issues of client base to develop tank cleaning solutions.
3. Develop a strategy and execution plan that promotes growth of Evergreen's tank cleaning solutions to achieve budgeted sales and profit objectives.
4. Develop and maintain and active business development calendar with customer appointments, presentations and relationship building activities.
5. Able to eliminate sales obstacles with creativity and adaptability.
6. Document activities and submit to management on a weekly basis.
7. Able to analyze market and deliver monthly and annual reports with trends & recommendations.
8. Able to communicate professionally in written responses to the functional and technical elements of RFIs/RFPs and emails to assure complete customer satisfaction through all stages of the sales process.
9. Able to survey project sites to identify project and logistical requirements to include in proposal development.
10. Collaborate with team mates on proposal and presentation development.
11. Prepare professional and comprehensive proposals for clients that includes scope of work to be performed, clarifications and pricing that satisfies the customer needs and eliminates company risk.
12. Provide timely & detailed job orders to convey customer requirements to the operations team for execution.
13. Provide field support to the operations team to insure the success of tank cleaning projects.
14. Work with sales team to assist them in developing tank cleaning opportunities.
15. Provide training to internal team to improve sales and operational capabilities of our personnel as needed.
16. Attend learning & trade show events focused on equipment, technology and process improvements for tank cleaning and waste minimization.
17. Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
18. Able to travel throughout sales territory.

### **BUSINESS COMPETENCIES/MINIMUM REQUIREMENTS**

1. 5 + years' experience in marketing and executing tank cleaning, waste minimization and degassing services. Strong understanding of customer and market dynamics and requirements.
2. Willingness to travel
3. Good communication skills, written and oral.
4. Candidates must have a thorough understanding of the refining and petrochemical market along the Gulf Coast.
5. The successful candidate maintains an active book of contacts in the refining and petrochemical market along the Gulf Coast.



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**LEADERSHIP COMPETENCIES**

1. Exceeds all activity standards for prospecting calls, appointments, presentations, proposals and closes.
2. Maintains contact with all clients in the market area to ensure high levels of client satisfaction.
3. Demonstrates ability to interact and cooperate with all company employees.

**PHYSICAL REQUIREMENTS**

1. Pass a drug test.
2. Physically capable of performing all duties and responsibilities assigned.

**QUALIFICATIONS:**

**Educational:** Bachelor's degree in Marketing or other related discipline preferred but not required

**Work Experience:** 5 + years of experience in sales

**REQUIREMENTS FOR ADVANCEMENT:**

1. Available opening.
2. Recommendation by Executive Management