

# District Sales Representative – Position Overview

## Job Description

**Land Science**, a division of REGENESIS, Inc., is a global leader in developing advanced technologies to mitigate chemical vapors from entering into buildings.

This position will provide sales and technical support for our complete line of vapor intrusion technologies and soil and groundwater remediation technologies. Successful candidates will possess a solid technical background and problem-solving skills to develop innovative remedial solutions for environmental engineering firms, regulators, and end-users.

Additional responsibilities for the position include:

- Develop new business opportunities to meet and exceed territory quota
- Conduct technical sales presentations to prospective clients, regulators, and stakeholders.
- Manage a portfolio pipeline of projects to meet district goals.
- Provide technical support and oversight of product application at construction sites
- Attend tradeshow and regional conferences
- Stay up-to-date on regulatory changes and industry news concerning vapor intrusion, particularly within the Southeast US

## **Requirements**

To be successful in this position, you must have a competitive spirit that enjoys working in a fast-paced, consultative selling environment. Intellectual curiosity with the willingness to learn is critical to success in this position. In addition, as the face of Land Science in the district, excellent verbal and written communication skills are needed, as is a passion for public speaking.

Education: Bachelor's degree in business, civil engineering, environmental sciences preferred

Experience: 2+ years of consultative sales or environmental consulting success and experience with construction products or environmental goods and services preferred.

## **Additional Skills Preferred**

- General knowledge of the real estate development process
- Experience in building construction, environmental consulting, vapor intrusion mitigation, and site remediation practices
- Experience with CRM software (salesforce.com) and ACAD software

Travel: up to 50% within the multi-state territory in the US

## **Compensation and Benefits**

- Competitive salary plus commission
- 401K with employer contribution

- Medical and dental (currently)
- Business Expense reimbursement

Based in Southern California, Land Science, a division of Regenesi, Inc., is dedicated to developing and providing advanced technologies for sustainable land development. Land Science aims to provide innovative and technically sound development solutions for under-utilized environmentally impaired properties, commonly referred to as Brownfields. Land Science cost-effective, industry-leading technologies offer engineering firms and real estate developers solutions to issues facing the development of Brownfields today.

**Employment type**

Full-time; Remote

Please send resumes to Ryan Miller at [RMiller@landsciencetech.com](mailto:RMiller@landsciencetech.com)

**Keywords**

Vapor intrusion, vapor mitigation, building products, environmental consulting, environmental, remediation, technology, technical sales, technical account manager, account management, account manager, sales engineer, sales support, client satisfaction, communication