

In-house **Territory Sales Manager**, for specific US states, as well as some eastern Canadian provinces, with leading-edge environmental instrumentation manufacturer. **Since 1999, GrayWolf has been a market leader for the rapidly growing indoor air quality (IAQ), sustainable green building, industrial hygiene and HVAC instrumentation markets.**

- Responsibilities to be performed at our Research Drive, Shelton, CT Worldwide Headquarters. Grow and develop existing geographical territory by determining customer needs, providing application assistance and quotations to newly generated leads and to existing customers.
- Our clients include, environmental consultants, industrial hygienists, university researchers, commercial HVAC contractors, and facility managers at hospitals, schools, refineries, pharmaceutical companies, electronics manufacturers, military bases, state/county/city DOHs, high rises and many other types of facilities.
- GrayWolf is introducing major new products end 2018 and in 2019, which creates excellent growth opportunities for this expansion sales position.
- Technical degree (Engineering/Chemistry/Physics/Environmental or related) preferred. French (or Spanish) language skills a plus. The position will require occasional travel for company tradeshow and distributor training. However, day-to-day duties involve heavy phone and e-mail contact with customers and prospects.
- Great career opportunity for the candidate with the appropriate background. We will help train you. Outstanding phone skills and computer proficiency required. *Excellent* starting salary *plus* commission (\$50K to \$85K+ starting range dependent on experience/education) with an exceptional benefits package (premier health coverage, matching 401K, summer flex hours, in-building gym, tuition reimbursement and much more).