



Account Manager

Company Summary:

Phigenics provides independent expert guidance and advanced technologies to our clients to improve the efficiency, effectiveness and overall safety of water systems. Our clients include a diverse mix of industry leaders in healthcare, hospitality, government, higher education, retail, and manufacturing facilities. Phigenics does not sell water treatment chemicals and is not biased toward any treatment technology or supplier.

Position Summary:

Account Managers (AM's) will report to the Regional Manager (RM) and provide sales, service and account management support for clients in a region.

Responsibilities:

- Service existing clients by:
 - Taking water tests
 - Maintaining equipment
 - Creating and maintain Comprehensive Water Management Programs
 - Analyzing engineering
 - Microbiological and water chemistry data
 - Running Water Management Team meeting
 - Conducting client training and responding quickly, professionally, and accurately to client requests
- Provide account management by forecasting sales revenue, invoicing for completed work, and updating our web based data management system
- Identify and assist in selling new clients
- Participating in professional/industry association
- Preparing proposals and maintaining relationships and upselling existing clients
- Responsible for supervising one or two part-time Water Management Specialists (WMSs)

Knowledge, Skills and Abilities:

- Understand building water systems, boiler systems, cooling towers / chiller systems, energy efficiency, utility engineering and how to calculate ROIs
- Understand water chemistry and microbiology
- Excellent interpersonal, verbal and written communication skills
- Excellent presentation and facilitation skills
- Self-motivated and directed. "Can do" attitude

- Strong desire to learn new concepts
- Demonstrate commitment to high ethical standards in a diverse workplace
- Ability to adapt to a fast paced continually changing business and work environment while managing multiple priorities
- Understand and use MS Office, Gmail and various Google applications

Training and Experience:

- Bachelor of Science (B.S) in science, engineering, or mathematics required. Chemical engineering, mechanical engineering, environmental engineering, chemistry, biochemistry, or microbiology preferred.
- Minimum 2 to 5 years of job experience; water-related experience in engineering or the sciences is preferred. Will consider exceptionally strong entry-level candidates with B.S degree.

Work Environment / Travel

Position requires traveling to client sites in a region, holding meetings, servicing equipment, and collecting water samples. Some overnight travel will be involved. Dress is normally coat and tie or female equivalent. The wearing of PPE is sometimes required. The position often requires a great deal of walking around client sites, may include climbing stairs or ladders, and may require lifting up to 25 pounds. May provide occasional support in other regions.

***Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.*

***Phigenics LLC is an Equal Opportunity Employer that does not discriminate based on actual or perceived race, creed, color, religion, alien age or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, arrest record, or any other characteristic protected by applicable federal, state or local laws. In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.*