



## OPERATORSUNLIMITED

### *Wastewater Technical Sales Specialist*

#### Letter from Operators Unlimited President, Ben Fields:

Do you thrive in a collaborative environment where what you say and do matters and influences the direction of the business? Do you want to help bring a refreshing approach to wastewater treatment, and help revolutionize the way people think about the industry? If so, Operators Unlimited may be the right place for you.

We are looking for our next team member to join in helping us with our mission of Transformation. Our current need is a **Wastewater Technical Sales Specialist** who can direct our operations efforts.

The primary **Responsibility** of this role includes managing the growth of our customer accounts, as well as:

- Ensure we respond to customers and potential customers with **Agility**
- Grow our customer base by helping transform the way they process wastewater
- Respond to customers and teammates with an attitude of **Thankfulness**
- Implement new and emerging technology in our industry to our business model
- Focus on improvements and **Growth** in every aspect of your position and the business

#### **Are you an A-Player who can answer “yes” to the following?**

- Do you take pride in owning projects, initiatives and outcomes?
- Do you have a growth mindset?
- Are you a change-maker? Do you thrive in cultures rooted in trust, constructive and open communication, and teamwork?
- Are you someone who constantly seeks ways to improve your environment, processes, and the experiences of other people?

We have a purpose for what we do – our mission is Transformation. We empower instead of micromanage. We strive for personal and professional growth every day. We see mistakes as golden opportunities to improve. We encourage healthy conflict and understand it is vital to make change happen. We believe that we can accomplish more as a team than we can individually, and that is powerful.

We look forward to hearing your story—thank you for your interest in the position of **Wastewater Technical Sales Specialist**.

Ben Fields  
President, Operators Unlimited

## About Operators Unlimited

Operators Unlimited was formed in 2001 to offer unsurpassed service to the water and wastewater industry. Located in Upstate South Carolina, Operators Unlimited has worked hard over the years to build a reputation of excellence in the wastewater community. Why?...because we believe in our mission.

## Our Purpose

Operators Unlimited exists to glorify God by helping people have a better day.

## Our Mission is Transformation

At Operators Unlimited, we clean dirty water with a refreshing approach to wastewater treatment.

Transformation is why customers need us, people want to work for us, and the community continues to welcome us. By helping companies remove contaminants from water, we protect the lives of others and preserve our shared environment.

Whether we are purifying water through our products, providing exceptional customer service with our operators, or encouraging the professional development of our team and industry, we strive to transform the environment through the lives we touch.

We are determined to revolutionize the way people think about wastewater treatment. Through our actions, we seek to elevate the impersonal into relational, the replaceable into remarkable, and the transactional into transformative.

## Our Core Values

### *Act with Agility*

Agility is our superpower: we fearlessly embrace challenges, and strive for efficiency without ever sacrificing quality. We push ourselves to exceed the expectations of our customers and to think quickly on our feet. Flexibility is the key to our shared success.

### *Own your Responsibility*

Integrity benefits everyone. Make a mistake? Take ownership and work towards a solution. Foresee a problem? Lean on the team. We trust our people to do the right thing, and value accountability. Above all else, we say what we mean, and do what we say.

### *Pursue Growth*

Growth is more than a goal – it's a mindset. Whether we are striving to grow professionally or to cultivate our relationships, education, and interests, we know that continual learning and improvement is key to a fulfilled life.

### *Live with Thankfulness*

Gratitude is the fuel that keeps us going each day. Our team thrives when we approach our work with humility—and a mindset to serve others before ourselves. After all, we are here because others put us first. And for that, we are thankful.

## Learn more

Are you ready to take part in our mission? Read more about what it takes to be part of our team!

At Operators Unlimited, we equally weigh a person's potential value and current strengths with their direct experience and track record of success.

- Bachelor of Science degree is preferred
- A minimum of 3-5 years technical sales experience
- A minimum of 5 years experience in the wastewater industry
- Proficient with Microsoft Office Suite and customer relationship management software (CRM)
- Understanding of applicable government environmental and permitting regulations preferred

Physical Requirements:

- Must be able to lift at least 50 pounds
- Must be able to position self to analyze and review equipment by stooping, bending, and kneeling
- Must be able to occasionally ascend/descend ladders and steps to service a plant
- Must be able to walk through large facilities
- Must be able to work in environmental settings

Our ideal **Wastewater Technical Sales Specialist** candidate will have the following capabilities and skills:

### What you **OWN** (Responsible For)

- Growing revenue through chemical, operational support, design/build, and other equipment sales
- Maintaining and growing relationships with existing customers
- Understanding the industry and staying technically relevant

### What you need to **SUCCEED** (Core Competencies)

- **Be Action Oriented:** Enjoy working hard; be full of energy for the things you see as challenging, not fearful of acting with a minimum of planning; seize more opportunities than others.
- **Have Business Acumen:** Know how businesses work; be knowledgeable in current and possible future policies, practices, trends, and information affecting Operators Unlimited; know the competition; be aware of how strategies and tactics work in the marketplace.
- **Be Customer Focused:** Be dedicated to meeting the expectations and requirements of internal and external customers; listen intently, get first-hand customer information, and use it for improvements in products and services; act with customers in mind; establish and maintain effective relationships with customers and gain their trust and respect.
- **Possess Timely Decision Quality:** Make good timely decisions based upon a mixture of analysis, wisdom, experience, and judgment which leads to most of your solutions and suggestions being correct and accurate when judged over time; be sought out by others for creative advice and solutions.
- **Learning on the Fly:** Learn quickly when facing a new problem; be a relentless and versatile learner; think outside the box; be open to change; analyze both successes and failures for clues to improvement; experiment and try anything to find solutions; enjoy the challenge of unfamiliar tasks; quickly grasp the essence and the underlying structure of anything.
- **Perseverance:** Pursue everything with energy, drive, and a need to finish; seldom give up before finishing, especially in the face of resistance or setbacks.

- **Plan Accurately:** Accurately scope out length and difficulty of tasks and projects; set objectives and goals; develop schedules and task/people assignments; anticipate and adjust for problems and roadblocks; measure performance against goals; evaluate results.

### What **WINNING** looks like (Reviewed On)

- Living out Core values and Core competencies
- Achieving sales goals
- Achieve goals that are stretch but realistic
- Implementing solutions and using them to transform us and our customers
- Achieving quarterly goals and weekly commitments

#### Additional Information:

- **Operators Unlimited reserves the right to pursue growth by adding additional responsibilities to any OU job position when needed.**
- **Hiring will be finalized after a successful completion of a background and drug screening**

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Ready to get started? Let's go!

If you are an A-player who believes you're a right-fit for the position and our company, please apply by clicking the following link: [Apply Here](#)