

## **DESOTEC – Sales Development Representative - Western US Region**

We are seeking a dynamic and technically proficient Sales Development Representative (SDR) to support our sales teams efforts in strategic engagement. This role is pivotal in driving revenue growth through business development and market research and engagement. The ideal candidate will possess a strong STEM background, exceptional communication skills, strong CRM experience, and a proven track record in business development and sales support.

### **SDR Key Responsibilities**

- Partner with the Sales and Marketing teams to research and identify companies, projects, and decision-makers for targeted outreach within DESOTEC's vertical markets.
- Generate and manage new leads through structured, multi-channel outreach cadences (email, phone, and LinkedIn).
- Craft and send personalized communications to prospects to build awareness and consideration of DESOTEC services.
- Qualify and manage inbound leads assigned by Marketing to ensure timely follow-up and conversion.
- Consistently schedule meetings for Sales Engineers—via Microsoft Teams or in-person at customer sites.
- Maintain accurate and up-to-date records of all lead interactions and activities in CRM (e.g. Salesforce).
- Stay engaged in ongoing learning to strengthen SDR skills, expand industry knowledge, and monitor competitor activity.
- Build a strong understanding of DESOTEC's products, services, and value propositions to effectively communicate with prospects.
- Actively participate in team meetings and training sessions to share insights, strategies, and successes.
- Track industry trends, news, and regulations to identify new prospecting opportunities and emerging markets.

### **SDR Core Capabilities**

- 3+ years of experience in outbound prospecting, business development, or sales development roles.
- Bachelor's degree (or equivalent experience) in Engineering, Environmental, or a related field
- Excellent written and verbal communication skills with the ability to influence and engage stakeholders.
- Proficiency in CRM platforms; Salesforce experience strongly preferred.
- Demonstrated ability to interpret basic data sets, perform routine data entry and updates, and assist in generating standard reports.
- Skilled in Microsoft Suite (e.g. Outlook, Excel, Word)
- Familiarity with manufacturing, chemical, water, biogas, or carbon industries preferred.
- Highly organized with strong time management and prioritization skills to meet performance goals.

## **Logistics**

- Full time
- Salaried Exempt
- Minimal travel (<5%)
- **Remote position focused on Western US**

## **What We Offer**

- Competitive salary and performance-based incentives
- Health, Dental and Vision effective from day one
- Unlimited PTO
- 401k match—dollar-for-dollar up to 4% of annual salary
- Health Savings Account
- Paid holidays and parental leave
- Flexible Spending Account (FSA) options
- Collaborative and innovative work environment
- A front-row seat in a vibrant, sustainable company on a mission.

## **Our Purpose**

DESOTEC is on a mission to protect our planet. We provide mobile activated carbon filtration solutions for purifying air, water, and other gases and liquids. Our circular model reactivates spent carbon, making our solutions not only effective—but sustainable.

<https://www.desotec.com/en>