



Job Description: Sales Manager

About Us

TerraClear is a social enterprise in Laos that provides affordable access to clean water through a simple household water filter technology...but our vision is actually much bigger than that. Our company wants to holistically transform the communities that we touch: economically, socially, environmentally, and spiritually. Even though we dream big, we are just a team of ordinary people grounded in the realities of day-to-day life. We believe community transformation starts one person at a time and begins with ourselves. Come join us on the journey!

About the Opportunity

The Sales Manager is going help us get our water filters to the farthest reaches of Laos and beyond. The Sales Manager is going to build an amazing team of sales representatives across the country and lead that team to get out and sell *a lot* of filters. Our filters make a tangible difference in people's lives and the opportunity for impacting communities socially and spiritually nationwide is significant. The Sales Manager is motivated by this potential for transformational impact.

A day in the life of the Sales Manager might include:

- Developing plans and strategies for growing our base of sales representatives
- Meeting with team leaders for coaching in sales and leadership development
- Developing and improving training materials for sales representatives
- Conducting regional training meetings for sales representatives and team leaders
- Overseeing the product and administrative logistics of a remote sales force
- Thinking up creative marketing messages and overseeing the creation of customer-relevant media to deliver those messages
- Listening to customer feedback and making product enhancement recommendations to production and senior management
- Creating forecasts to share with production and senior management
- Devising and implementing strategies to sell in new markets

About You

You would be great for this opportunity if you:

- are enthusiastic, energetic, and not easily discouraged
- love challenges and solving problems
- are really good at motivating people and drawing out their best
- find that people generally like you and you generally like people
- think our product is awesome and everyone should have it
- want to not just sell a product but want to incorporate our goals for holistic transformation
- don't mind traveling...especially to some remote and exotic locations
- integrate your faith and work

You would be a superstar for this opportunity if you:

- have a degree in communications, marketing or business related field
- have sales experience
- have experience managing people and systems
- are technically savvy and comfortable with computer stuff

If you are interested in this opportunity or you are curious about other opportunities with our team, we encourage you to express your interest by sending an email to Phil (pminnich@laowater.com). Tell him a little bit about yourself, your experience and why you are interested, and we'll take it from there!