



## Sales Manager

**Company:** Ameridia Innovative Solutions Inc.  
2656 Napa Valley Corporate Drive  
Napa, CA, 94558  
**Department:** Sales  
**Reporting directly to:** Executive Vice President

### About

Ameridia is an engineering company providing purification processes in multiple industries, including food, chemical, biochemical, water treatment, mining, etc. We work with various separation techniques such as electrodialysis, bipolar membrane electrodialysis, chromatography, ion exchange, and standard filtration (MF, UF, NF, RO) to develop optimal and sustainable separation processes.

Ameridia is the American subsidiary of Eurodia Industrie (Pertuis, France), a dynamic and innovative French separation process company with over 30 years of experience, and with offices in France, USA (Napa, CA), Brazil, and Russia. Eurodia has approx. 110 skilled and dedicated employees worldwide (of which 10 are in the US) and manages industrial projects in more than 30 countries around the world.

### Job Description:

Ameridia is looking for a new Sales Manager

Based in the Napa, CA corporate office, the Sales Manager will be working under the Executive Vice President (and in collaboration with the Director of Applications Development and Support) nationwide (USA), Canada, Mexico and eventually other countries in the near future, except for its wine business.

### Responsibilities:

- Meets planned sales objectives for North America, as established by the company management team with input from Sales
- Supports customers by offering innovative products and services to meet their needs.
- Engages existing accounts and establishes new accounts by regular contacts with key industry players.
- Develops sales offers, quotations, and letters of intent based on price lists and project specifications provided by the engineering department
- Prepares sales presentations tailored to specific industries.
- Focuses sales efforts by studying existing and potential market trends.
- Attends trade shows and conferences on a regular basis.



- Resolves customer complaints by investigating problems, developing solutions, and making recommendations to management.

### **Education and Experience:**

- US work permit and driver's license
- Bachelor's degree in Chemical Engineering or equivalent education.
- Strong technical background with knowledge and understanding of liquid processing equipment (industrial chromatography, ion exchange resins, electro dialysis, and membrane filtration) for the treatment and purifications of liquid streams
- Minimum of three years experience selling capital equipment and/or services in a manufacturing environment, either domestically or internationally.
- Proven ability to meet sales objectives.
- Demonstrated leadership as an effective role model for the company in both internal and external situations.
- Ability to write technical sales reports and make presentations to audiences, customers, and suppliers.
- Excellent interpersonal skills to work effectively with a variety of people and personalities.
- Ability to travel nationwide and abroad
- Ability to communicate clearly and effectively in person and in writing.
- Ability to work with minimal supervision and make decisions independently, effectively, and creatively within established company guidelines.
- Strong organizational skills and an ability to plan, prioritize, coordinate, delegate, and simultaneously manage multiple projects.
- Working knowledge of Microsoft programs including Excel, PowerPoint, Word, CRM (Salesforce)...

### **We offer:**

- A dynamic work environment with groundbreaking applications
- An attractive Napa Valley office location
- A competitive salary (based on experience)
- A complete benefit package