Lystek International, a Tomlinson Group Company is presently accepting resumes for a Business Development Manager, serving the western US and Province of British Columbia, Canada. The Business Development Manager is responsible for developing new business opportunities with public sector agencies including Counties, Municipalities and WWTP Special Districts responsible for biosolids management. Additional responsibilities will include assisting in the development of our growing capabilities to provide organics processing solutions. The incumbent will manage an existing opportunity base and develop ongoing relationships with a targeted set of prospects within the biosolids and organics arenas.

**PRIMARY RESPONSIBILITIES**

- Ability to interface and present services and solutions to all levels of government and the private sector
- Manage a high volume of opportunities simultaneously in various geographic areas
- Research, collaborate and develop unique proposals to support Lystek’s patented technologies and solutions
- Firm understanding and ability to work with the public sector
- Prepare and deliver presentations, papers and abstracts supporting Lystek’s technology
- Build and maintain relationships with both new and existing clientele
- Comfortable and able to close/deliver over long sales cycles
- Work independently

**EDUCATION AND EXPERIENCE**

- 15 plus years of strong sales experience and demonstrated success
- Experience and understanding of the waste or waste water industry preferred
- Strong understanding of Biosolids and Land Application regulatory requirements
- Bachelor’s degree in Science, specialization in biochemical or mechanical engineering preferred
- Professional Engineer designation a strong plus
- Ability to travel extensively up to and exceeding 2 weeks per month
- Travel between U.S.A and Canada
- Must hold a valid passport
- Experience using Salesforce or similar CRM software