

Position Title: Territory Account Manager

Position Summary

Ground/Water Treatment & Technology, LLC (GWTT) is a leading environmental contractor headquartered in Wharton, NJ. We offer design/build services for temporary and permanent treatment systems, and operation and maintenance services for a variety of soil, groundwater, and wastewater treatment systems. We are seeking a Territory Account Manager for the New England region.

A Territory Account Manager (TAM) supports growth, profitability, and customer success within assigned geographic and industry territories. The role guides customer engagement, solution development, and revenue expansion.

The TAM combines commercial acumen, industry knowledge, leadership, and collaboration to enhance customer value, drive consistent sales performance, and support execution of company strategies.

Key Responsibilities

Leadership & Market Development

- Support execution of market strategies aligned with company objectives.
- Promote adoption and effective use of business tools, resources, and CRM.
- Support creation of account growth plans to expand wallet share and solution adoption.

Client Engagement & Relationship Management

- Develop and maintain relationships with key customers to support retention and growth.
- Create and strengthen customer relationships at local levels.
- Identifying and resolving customer challenges.
- Participate in account reviews and support development of customer-focused solutions.

Sales Execution & Opportunity Management

- Drive accountability, opportunity development, customer relations, and retention.
- Assist TAMs with solution positioning, proposal development, and presentations.
- Support pipeline management and forecasting within CRM systems.
- Partner with leadership to align pricing strategy to pursue profitable growth.
- Continuing to drive personal sales growth at assigned branch.

Cross-Functional & Partner Collaboration

- Partner with internal teams to bid, scope, and execute sales opportunities.
- Provide solutions aligned to customer challenges and company capabilities.
- Represent GWTT at industry events as needed.
- Collaborate with channel partners or consultants to support customer expansion.

Qualifications

- Bachelor's degree in Business, Marketing, Engineering, or related field (preferred).
- 3 - 5 years of experience in sales leadership or account management.
- Experience supporting customer accounts in industrial or technical markets.
- Demonstrated ability to motivate, coach, and develop others.
- Strong communication, relationship building, and problem-solving skills.
- Ability to manage multiple priorities in a fast-paced environment.
- Proficiency in CRM platforms and data-driven account management.
- Strong business and financial acumen.
- Excellent planning and organizational skills.
- Ability to work independently with limited supervision.
- **Remote position with up to 50% travel.**

Why Join Us

- Support strategic customer relationships that advance key industry initiatives.
- Collaborate with an experienced, mission-driven team focused on sustainable growth and customer success.
- Join a culture that values collaboration, customer focus, and measurable outcomes.

Resumes should be sent to: gdedering@gwtllc.com

Visit our website to learn more about us! <https://www.gwtllc.com>