

# TRIPLE QUEST NGO SALES MANAGER



## ROLE SUMMARY:

Triple Quest is a social enterprise that measures itself by the positive impact it has on people, the environment and profitability. Triple Quest targets those organizations that can help make a difference for those at the base of the pyramid. Our aim is to provide sustainable products and solutions to the billions of people who live in poverty with the first product being our HydrAid® BioSand Water Filter. The Triple Quest Sales Manager's main goal is to direct sales to attain maximum sales volume and develop maximum potential volume for the company's products. The Sales Manager is a key contact between Triple Quest and its customers and partners. The Sales Manager must be able to travel internationally to work with partners in the Caribbean, Central American, Africa, Asia and other locations around the world. This position has a comprehensive benefits and compensation package with a base plus commission pay structure.



## GENERAL RESPONSIBILITIES:

### Sales

- Generate sales through the execution of the sales and marketing strategy plan
- Identify sales prospects and contact targets/sales leads
- Plan and direct sales activities to attain maximum sales volume and develop maximum potential volume for the company's products and/or services
- Assist with sales plan development
- Oversee development of sales materials
- Manage the sales management database
- Provide excellent customer service

### Products and Marketing

- Work with NGO's, government agencies/officials and non-profits to create markets and opportunities for the sale and use of the HydrAid® BioSand Filter
- Help identify new products and services for future offerings
- Provide regular updates and market analysis to the Business Unit Leader
- Assist with market research to determine trends, customer preferences and needs and changes to the industry(s)
- Represent Triple Quest at industry activities and within the community at large

### Channel Development

- Help to develop channels to market for the HydrAid® BioSand Filter and other products
- Engage stakeholders in a dialogue around entrepreneurship and market development at the Base of the Pyramid
- Assist with the development of programs for micro-entrepreneurs



## MINIMUM EDUCATION, EXPERIENCE AND CORE COMPETENCY REQUIREMENTS:

- Bachelor degree (or the equivalent experience) with demonstrated leadership role at a strategic level and the ability to execute at a tactical level.
- Demonstrated ability to build relationships with internal and external customers and suppliers (NGO's, GO's, MNC's, Service and Faith-Based organizations, Individuals)
- Demonstrated ability to both operate independently and to be fully transparent with the parent organization as to activities, initiatives and opportunities
- Ability to speak publically and communicate a mission and vision
- Comprehensive understanding of the Base of the Pyramid
- Excellent listening, verbal and written communication skills
- Strong analytical, and problem solving skills
- Strong Project Management skills
- Ability to travel 25% of the time, and mostly internationally



## PREFERRED EDUCATION, EXPERIENCE AND CORE COMPETENCY REQUIREMENTS

- Experience with water filtration technologies
- Understanding of international laws, business practices, logistics, culture
- Direct experience in working with and selling to NGO's
- Well traveled with experience in developing countries
- Desired traits: Patience, Conviction, Empathy and operates with a sense of urgency.



To apply for this job, please email your resume and cover letter to [hr-recruiter@cascadeng.com](mailto:hr-recruiter@cascadeng.com)

Triple Quest Celebrates Diversity / EEOC

Cascade Engineering offers competitive pay and benefits programs including 401(k) match and tuition reimbursement

