



SKC-West, Inc. Is Hiring!

Are you passionate about science, safety, and making a real impact in the field? SKC-West is looking for a **Technical Sales Representative** to support customers in Utah, Colorado, and Wyoming.

SKC-West, Inc. is a leading manufacturer and distributor serving Industrial Hygiene, Safety, and Environmental professionals. Since 1972, SKC-West has been a trusted partner in innovation and compliance, working closely with customers and regulatory agencies to deliver high-quality sampling equipment, expert guidance, and technical resources. Our mission is to support professionals in protecting workplaces and communities through reliable products and informed service.

Role Description:

We are seeking a motivated and technically proficient **Technical Sales Representative** to join our team. This is a remote, full-time position for candidates located within the Rocky Mountains region. The successful candidate will be responsible for driving sales growth through the development of new customer relationships and the support of existing accounts. This role requires a strong understanding of technical products, excellent communication skills, and the ability to provide remote training and consultation to clients.

Key Responsibilities:

- Develop new business opportunities and grow existing accounts through strategic outreach and relationship building.
- Communicate professionally with customers and vendors to foster long-term partnerships.
- Identify customer needs and provide technical solutions, ensuring satisfaction and continued engagement.
- Conduct in-person and virtual product training and consultations for clients and stakeholders.
- Promote SKC-West's products and services by clearly communicating their features and benefits.
- Maintain accurate and up-to-date customer interactions in the CRM database.
- Represent the company at industry tradeshows, conferences, and marketing events.
- Submit regular sales activity and performance reports as required.

Qualifications:

- Experience in technical sales, including customer engagement and product demonstrations.
- Strong customer service and communication skills, both verbal and written.
- Proven ability to provide training and technical support to clients.
- Comfortable working independently in a remote setting.
- Excellent interpersonal and presentation skills.
- Experience in industrial hygiene or the environmental sector is a strong plus.
- Bachelor's degree in a relevant field (e.g., Environmental Science, Industrial Hygiene, Business, or related).

If this sounds like you, please reach out to us – Beth Sackett 714-612-4868 or beth@skcwest.com