



## **Company Description**

ABS Pure Water helps businesses and organizations deliver great-tasting, reliable hydration without hassle. We help organizations replace bottled water and coolers with efficient, point-of-use systems that combine advanced reverse osmosis and multi-stage filtration for consistent taste and quality. Our end-to-end approach covers assessment, installation, and ongoing service, including proactive filter changes and rapid response when you need us. The result: fewer deliveries, less plastic waste, lower total cost of ownership, and water that just works. From single sites to multi-location operations, we standardize equipment and service for a seamless experience across your footprint. The company values its community connection and strives to provide exceptional support and representation.

## **Role Description**

This is a full-time Sales Representative role based on-site in Huntsville, AL. The Sales Representative will be responsible for building and maintaining client relationships, identifying customer needs, presenting tailored solutions, and achieving sales targets. Day-to-day tasks include prospecting and cold calling, scheduling and conducting client meetings, and following up with prospects. Additional responsibilities include maintaining accurate sales records and staying up-to-date on industry trends and solutions to best serve clients.

## **Qualifications**

- Proven sales skills, including prospecting, cold calling, and closing deals
- Ability to build and sustain customer relationships and identify client needs
- Strong communication, presentation, and negotiation skills
- Time management and organizational skills to meet deadlines and sales targets
- Basic technology knowledge, familiarity with workflow and document technologies is a plus
- Proficiency in using CRM systems and Microsoft Office Suite
- Previous experience in B2B sales or office technology solutions is preferred
- Willingness to work on-site and interact directly with clients

In addition to applying online, please email your resume to [Roxanne.Drake@absimage.com](mailto:Roxanne.Drake@absimage.com).