

Become a **Kationx Outside Sales Representative (OSR)**. Be **your own boss** with your **own Territory**. Your mission is to sell. Period.

## Self-Assessment:

- Self-Starter. Strong drive to sell. You like selling.
- You like networking. You're a natural network builder.
- You can research & identify customers. Cold call. Reach out & follow-up.
- Enjoy building lasting working relationships.
- Enjoy working outdoors in the field on-site with utilities personnel.
- Understand customer problems and explain how Kationx is the best solution. We provide you with the technical support, including written responses and online team meetings.
- You like dealing with field operators, executives, & elected officials.
- Good communication skills. Emailing is critical.
- Professionalism. You arrive early. Answer phone calls & emails. Lean forward.
- You gather technical & operational information that Kationx needs for bid prep.
- Good physical condition. Good safety knowledge & practice.
- Attention to detail. Can read & correctly assess situations and people.
- Good sense of geography. You can find a field location.
- You're interested in our primary market: **Wastewater**.

## The Mission:

- Reach out to customers everyday. Build brand presence and company reputation.
  - Mostly city & county utilities.
  - Other commercial, agricultural, & industrial markets.
- Make in-field on-site visits every week.
- Land new customers most weeks.
- Provide on-site tech support to customers and distributors, Kationx provides you with training, tech support, and video-conferenced or on-site SME support as well.
- Maintain Kationx CRM. Communicate with OPS. Track bids, wins, deliveries, invoices. Take pictures & videos. Write field test reports.
- Attend trade shows, commission meetings, and related events.



## The Deal:

# Franchise Opportunities

- You're a 1099 commission-only outside sales rep. Kationx may award bonuses for exceptional performance.
- Flat commission paid per pallet (or bucket) sold (no nets or gimmicks). Commissions are also paid to you for distributor sales inside your territory.
- You focus on selling; we do the rest. Kationx provides training & on-call tech support, sales materials, bids, logistics & invoicing – all at no cost to the OSR.
- Kationx provides basic safety gear, company shirts and hats.
- For pre-approved sales travel, Kationx may pay reasonable direct costs (hotel, fuel & food receipts).
- We assume that you own reliable transportation. Trucks, SUVs are ideal.

## Interview Prep Suggestions:

- Study **Kationx Website** and watch all videos at **Kationx-in-Action** YouTube channel.
- Read sales sheets & related materials. Watch wastewater industry YouTube videos.
- Explain what's Kationx famous for?
- Explain how Kationx is different?
- Why are you excited about Kationx? Why us?
- Explain your geography and market from a Kationx perspective.
- Why do you want to sell?

## Ideal Candidates also have:

- **Industry credentials & experience**, and / or are **military veterans with honorable discharges**. **NCOs are ideal**.
- Great relationship building skills.
- Stable backgrounds. Solid families.
- Hobbies that require skill & patience.
- Fight the fight to win. Patience, persistence's & perseverance.

**Still interested? Schedule an Interview using the OSR contact form inside the MORE tab, FRANCHISE OPPORTUNITIES.**



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