



JOB DESCRIPTION

POSITION	Business Development	Location: Glendale, AZ
DEPARTMENT	Business Development	FLSA Status: Non-Exempt
REPORTS TO	President	January, 2022

Key Duties and Responsibilities:

- Identify potential acquisitions that fit Triton’s criteria
- Identify and contact key decision makers
- Assist in negotiating acquisitions and the due diligence process
- Create and maintain database of all water and wastewater utilities, along with key data, across multiple states
- Send letters and make outbound phone calls to potential acquisition targets
- Monitor and evaluate industry trends, regulatory environment, and M&A activity across multiple states
- Attend industry conferences and trade groups
- Assist in developing and implementing overall business development strategy, acquisition process, and best practices across the company

Basic Qualifications:

- Bachelor’s degree
- Minimum of 5 years of business experience
- Excellent verbal and written communication skills
- Ability to network and build relationships
- Strong analytical skills
- Self-motivated

Preferred Qualifications:

- Experience in the water utility industry
- Successful track record in acquisitions
- Experience in sales and negotiations

Employment benefits:

Full-time employees are eligible to participate in the company’s medical and life insurance plans and a retirement plan. Paid leave is also available to full-time employees.



This job description is not a contract nor implied to be all-inclusive. As a result duties may change from time to time. This description should be reviewed at least annually to ensure duties are appropriately stated. The employee's signature acknowledges receipt of this description.

Employee Name _____

Employee Signature _____ **Date** _____