



## **Laundry Chemical Sales Representative & Account Manager (Commercial Sales) Job Description:**

The Laundry Chemical Sales Representative must be able to sell laundry chemical supplies and dispensing systems to a variety of industries. In addition, this role also acts as an account manager to manage and maintain relations between new and existing customers. The Laundry Chemical Sales Representative must possess product knowledge of various company's products and services and be able to educate others on various offerings that will suit the different industries serviced.

### This representative is responsible for the following:

- Growing the Ohio area territory
- Actively seeking new accounts through cold-calling
- Selling distributor's products and services to industries like hospitality, linen rental, nursing care facilities, etc.
- Meeting sales goals set by management
- Developing and maintaining a thorough understanding of products and services to supply accurate information to current and potential customers
- Evaluating customer needs and making recommendations utilizing various sales methods
- Meeting established sales and gross profit goals
- Preparing weekly sales plans and completing all call reports following established company procedures
- Schedule installations and repairs as needed with Parts & Service Manager
- Ensuring that customers are able to effectively operate their machinery

### **Requirements**

- Bachelor's Degree preferred; or equivalent experience
- Valid U.S. Driver's license with clean driving record
- Able to communicate effectively with a variety of people from various backgrounds
- 3-5 years of prior outside sales experience in a business-to-business (B2B) industrial or commercial equipment setting; prior experience selling to hospitality, healthcare, vended laundry, and/or linen companies is preferred but not required.
- An ability to learn about commercial products and offerings at a quick pace
- Self-motivated and self-driven to service the Columbus market
- Key characteristics needed; integrity, interpersonal skills, problem solving skills, planning and executing skills, punctuality
- Excellent presentation and interpersonal relationship skills
- Strong trouble-solving skills to make sure our customer's needs are met

Advantage Equipment, Inc. offers training and a compensation package which includes a base salary, commissions, and car expense. Candidates may be asked to submit a test drug test.

### **Who We Are:**

Advantage Equipment, Inc. is a leader in the commercial laundry industry servicing the Ohio, Western Pennsylvania, and West Virginia area for more than 20 years. Some of the industries service including but not limited to: hotels/motels, multi-housing units, vended laundry, healthcare facilities, etc. Advantage Equipment, Inc. distributes the following companies' machinery: Continental Girbau, Inc., LG, Hamilton Engineering, Navien, Anderson Chemical, etc.