

WAXIE SANITARY SUPPLY

JOB DESCRIPTION

SANITARY MAINTENANCE CONSULTANT

Title: Sanitary Maintenance Consultant Department: Sales
Reports To: Sales Manager FLSA Status: Exempt/Commission
Grade: E3

Duties and Responsibilities

- Responsible for overall gross margin results within a defined account base.
- Responsible for increasing sales within existing accounts, developing new business through target accounts, and personal and professional growth and development.
- Create a business plan for developing new business and increasing existing business.
- Responsible for pricing information.
- Manage business activity and development through company required software programs.
- Effectively use company-sponsored tools for time and territory management.
- Manage credit issues as they apply to accounts that are past due.
- Respond to reports and other communication requested by management.
- Participate in company-sponsored promotions and new product introduction.
- Build rapport and relationships with key customers.
- Identify customer needs. Recommend appropriate products, systems, and programs to expand product mix.
- Identify target accounts in conjunction with management.
- Other duties as assigned.

Skills and Requirements

- Ability to drive to customer locations.
- Ability to interact professionally with vendors, customers and division personnel.
- Previous sales or customer service experience.
- Ability to work independently and build strong relationships
- Effective written and verbal communication skills.
- Strong interpersonal, selling, and presentation skills.
- Training abilities to enhance customer knowledge.

- Janitorial supply or related industry experience preferred.
- Ability to learn and utilize Prophet software program.
- Proficient in Microsoft Word and Excel.
- Previous AS400 (Aplus) experience preferred.
- Ability to lift 50 lbs.
- High school diploma or equivalent required.