

Regional Sales Representative Sacramento, California [CA]

Do you have a proven track record of success? Can you motivate a team to reach and exceed sales goals while maintaining your own sales goals? Would you like to work for a company that will reward you for achieving measured results? If you are looking to advance your career in a challenging work environment that offers a great deal of control over your career and compensation paths, please read on.

COMPANY OVERVIEW

SBM Site Services is a national facilities support organization with 28 years of experience providing janitorial, general building maintenance and environmental awareness for many Fortune 500 companies. We have an impressive track record and are searching for individuals who will add to our team to help us raise the bar in client services, safety, and growth.

Our reputation for hiring great leaders has served us well with our clients. You will need to be a creative, hard-working, entrepreneurial person who has the ability to think expansively and work independently while having the support of your peers.

Our work culture, based on trust and respect, focuses on valuing our employees and encouraging our leaders.

We have enjoyed significant growth over the past 2 years. We also offer an attractive health benefits that include medical, dental and vision plans, and paid vacation.

WHAT'S IN IT FOR YOU?

Company – You would be part of a company with an impressive track record, high-profile clients, and talented managers. We are well respected with committed leadership. Nothing like playing for a winning team!

Opportunity – Opportunity abounds. Consistent growth and satisfied customers create a continuous need for great people. With performance, attitude, and desire, your advancement at our company is all but guaranteed. And, as things in your life change, opportunities exist to move within the company (departments and locations). You will be challenged to expand, develop, and sharpen your skills.

Co-workers – From the CEO to front-line employees, we are in it to win it. You would join a truly select group of committed individuals working together, focused on our customers. The culture is one of respect and trust.

Compensation – A core value of our company is satisfied employees. Your sustained contributions will be rewarded over time. We offer paid holiday, vacation, health, and retirement packages.

POSITION OVERVIEW

As the **Regional Sales Representative**, you will be responsible for the development and performance of all sales activities in the assigned market. You will also be responsible for establishing plans and strategies to expand our customer base in the marketing area. As the Regional Sales Representative, you must be willing to travel and partner with virtual team members.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Generate and qualify leads
- Monitor competitors, market conditions, and product development
- Develop and maintain a customer database
- Source and develop client referrals
- Prepare sales action plans and schedules
- Develop and maintain sales and promotional materials

- Plan and conduct direct marketing activities
- Make sales calls to new and existing clients
- Develop and make presentations of company services to current and potential clients
- Develop sales proposals
- Maintain sales activity records and reports
- Respond to sales inquiries and concerns real time by phone or email.
- Ensure customer service satisfaction and good client relationships
- Follow up on all sales activity to ensure we are compliant with contract specifications.
- Perform quality checks on service delivery
- Monitor and report on sales activities and follow up for management
- Conduct market research and surveys

EDUCATION AND/OR EXPERIENCE

- Bachelors Degree; MBAs are encourage to submit resumes
- Minimum 5 years experience selling services; Facilities management or related industry experience a plus
- Experience with enterprise software solutions
- Knowledge of principles and practices of sales
- Solid experience in developing customer relationships
- Significant experience in making presentations
- Proven ability to achieve sales targets
- Extensive experience in all aspects of Supplier Relationship Management
- Strong understanding of customer and market dynamics and requirements.
- Proven Leadership and Customer service skills

COMPENSATION

Annual Salary Range is \$60,000 to \$80,000 plus commissions; DOE. An attractive Benefits Package is also included.

For immediate consideration, apply online by clicking the link below. Please include a MS Word copy of your resume.

<http://tinyurl.com/24ecyhx>

All replies are held in the strictest confidence.