



Territory Sales Associates Various Locations across the US

Are you a sales "hunter" - always on the lookout for potential customers?

Can you build value through entrepreneurial sales efforts?

Are you an outgoing and an enthusiastic person?

If so then this is an opportunity for you! MPW Industrial Services is a leading provider of integrated technology-based industrial cleaning in North America. With over 35 years of experience and over 40 branch locations, we are able to rapidly respond to meet the diverse needs of industrial clients.

We are seeking a business to business-outside **Sales Representative** for various territories across the United States. You will sell water purification services to potential and existing industrial customers.

You will . . .

- Develop new business in an assigned area through cold calling, networking and other business development techniques.
- Identify the key decision-maker on qualified accounts through research and personal contacts.
- Create revenue targets and development of strategic plans for target accounts.
- Achieve assigned revenue and profit forecasts.
- Plan and execute sales calls and presentations to customers.
- Demonstrate problem-solving skills to the customer and determine need satisfaction.
- Work within an assigned territory to maximize the service MPW can offer through business contacts and on-site presence.

Requirements. . .

- Minimum 3 years experience in outside business-to-business sales in industrial settings.
- Bachelor's degree or equivalent work experience.
- Strong analytical skills with professional business acumen and customer service skills.
- Excellent time management and scheduling skills in order to handle customer needs in a rapidly changing environment.
- Ability to communicate effectively with plant-level to corporate-level personnel.
- Proficient with all MS Office applications (esp. Word, Excel, and PowerPoint)



A Passion For Excellence

We Provide . . .

- Strong Base-Salary with lucrative commission structure.
- Safety, On-Site, customer and hands-on training
- Cell Phone Allowance
- Company Car
- An extensive Benefit Program (Medical, Dental, Vision, 401K, and much more)

If you have high degrees of self-discipline, enthusiasm, drive, and are looking for you next great sales position a position, we want to hear from you!

Please send resume and salary requirements to mdixon@mpwservices.com