

### **Territory Sales Manager**

HD Chem, in combination with its parent company Eversoft, offers over 40 years of experience in providing water purification and warewashing and laundry chemicals for the commercial, industrial and institutional communities. HD Chem is looking to hire Territory Sales Managers for the South Los Angeles/Orange County and North Los Angeles County regions.

- New account sales and service, consisting of locating, developing, managing and retaining both a current and new customer base
- Meeting, presenting and executing sales contract negotiations
- Troubleshooting and resolving service issues with equipment
- Working with individuals in the food service and hospitality industries as well as school, recreational and healthcare facility managers

### **Qualifications**

- 2-4 years minimum experience with selling/working with restaurants or other competitive chemical companies and heavy cold calling required
- Experience selling B2B, with excellent closing skills
- Ideal candidate will have prior experience working with restaurants or chemical companies such as Ecolab, Butler, Auto-Chlor and ProClean
- Be a consistent performer who surpasses sales objectives while prospecting for new business
- Excellent verbal and written communication skills
- Valid driver's license required

### **Knowledge/Skills/Abilities**

- Intermediate proficiency in the operation of a PC in a Windows environment, including but not limited to Microsoft Office Suite and Outlook
- Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures and governmental regulations
- Ability to write reports, business correspondence and procedure manuals
- Able to present information effectively, as well as respond to questions about that information from individuals such as large groups of managers or other executives, clients, customers and the general public
- Able to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference and volume

### **Benefits Offered:**

Competitive salary and compensation plans  
401(k) plan  
Medical, dental, vision and life insurance  
Vacation, sick time and paid holidays

**Principals only, no recruiters please.**

Please email your resume to: [kburrows@eversoftwater.net](mailto:kburrows@eversoftwater.net)

[www.hdchem.net](http://www.hdchem.net)



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