



Position	Outside Sales Representative, Entry Level
	<p>Organic Compounds, Inc. is a leading manufacturer of commercial and industrial carpet cleaning maintenance equipment. We design, build and deliver high-end quality machinery and carpet cleaning solutions nationally. We have a career opportunity for a qualified Sales Representative for the Western United States that is key to our future success.</p> <p>A structured hands-on training program will be provided. Base, Commission and Benefits, phone and vehicle provided. Top-performers can earn \$48,000 to \$60,000 annually</p>
Office Location:	Long Beach, California
Skills/Qualification Requirements:	<p>Energetic, committed, well organized, goal oriented, good communication skills, ability to apply common sense understanding to carry out daily duties efficiently in a fast paced multi-tasking environment. Carpet cleaning, manufacturer sales or other janitorial sales experience is preferred but not required.</p> <p>Closing skills, meeting sales goals, prospecting skills, selling to customer needs, telecommunications knowledge, integrity, self-confidence, customer focus, presenting technical information, motivation for sales</p>
Education and Training:	High school diploma and good work history of minimum 4 years sales related experience. Excellent driving record. Knowledge of Microsoft Excel and Word is a plus.
	<ul style="list-style-type: none"> • Sorry, we are not offering relocation assistance for this position.





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Job Purpose	Obtain business, serve and develop new accounts by understanding carpet cleaning machines, products and services; implement marketing programs, monitor competitors; prospect for and contacts potential customers; close sales; build and expand accounts; maintain sales databases	
Responsibilities	<ul style="list-style-type: none"> • Keep management informed by submitting activity and results reports, such as, daily call reports, weekly work plans, and monthly and annual territory analyses. • Understand product and sales goals by studying technical literature; reviewing sales objectives, quotas and plans; participate in sales meetings. • Arrange and coordinate meetings, demonstrations, & documentation with prospective customers. • Promote and follow marketing program and promotional events for rapid market penetration and fast track results. • Provide product demonstration and training, in conjunction with the Sales Management, to facilitate both company and distributor sales reps ability to market and sell the product line. • Work OCI trade shows • Monitor competition by gathering marketplace information on competitors' current and new products, pricing structures, services, sales campaigns, discounts, etc.; tracking industry news and trends. • Submit orders by obtaining account detail; coordinating requirements with installation and service. • Build and expand accounts by maintaining rapport; answering requests; introducing new products and services, and upgrades; studying account needs; coordinating with customer service • Provide sales planning information and historical records by maintaining database on area and customer sales, sales activities, and account profiles. • Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. • Enhance department and organization reputation by accepting ownership for accomplishing new and different requests; explore opportunities to add value to job accomplishments. • Abide by OCI's relevant business policies and procedures. • Assist OCI's credit department in assessing risk and collections. 	

