

\* To apply send resume to:  
Helen@envirocheck.com



### **Job Description**

Envirocheck encourages the development of its employees and believes it is necessary for the company's growth and success.

We seek an **Outside Sales Representative** that can build and maintain strong relationships; among a large and varied customer base within the restoration, property management, and property insurance communities. The successful candidate will be responsible for identifying new opportunities and maintaining existing accounts.

### **Responsibilities and Duties**

- Develop and build strong relationships with current customers while pursuing and growing business with new customers.
- Demonstrate the desire to become an expert in the industry to develop and retain better customer relationships
- Attend industry events both during and after hours, including, but not limited to, Industry Trade Shows, Professional Sporting Events, Happy Hours, etc.
- Works closely with the branch manager and branch personnel to promote sales at the branch level
- Call on businesses in person, from major corporations to small companies
- Conduct presentation meetings with potential clients as needed

### **Qualifications and Skills**

- 3 to 5 years of marketing and sales experience
- Bachelor's degree preferred, but not required
- A High School diploma or equivalent required
- Must be personable and be able to handle client relations issues that arise
- Must be consistently highly motivated and a self-starter
- Must be organized, detailed oriented, and proficient in prioritization
- Required to be comfortable driving within assigned territories