



JOB ANNOUNCEMENT

POSITION: Business Development, Salesperson

Location: Southeast U.S.

Pay Rate: -Base Salary + Incentivized Goals. Salary negotiable and based on experience.
-Benefit Package: Retirement Contribution, HSA, and Company Sponsored Health Insurance.
-Company Provided Transportation: Fuel and Maintenance.

We are looking for a long term, permanent person to fill this position. This position should/will further develop, as Our Business Grows.

ChemPro Services offers specialized herbicide applications to a variety of different businesses, industries, and municipalities. For these entities, herbicide applications serve as a necessary maintenance expense. Our services ensure a safe and reliable work environment for all patrons. We are Vegetation Managers.

Salesperson will be expected to:

- Learn the Business: Initially, Applicant will be required to spend time in the field with technicians, learning how we service Our Customers. A basic understanding of our products/services will be necessary. This effort will be coupled with shadowing current sales professionals and administrative support.
- Make sales, develop a loyal customer base, and facilitate healthy Business Development.
- Promote Product Quality through managing expectations and constant communication with Our Customers.
- Understand how to identify CORE revenue opportunities. Additionally, Applicant will develop a focus for this type of work.
- Travel: Much of our job, specifically sales, is identifying needs and potential opportunities. Salesperson will be expected to keep a flexible schedule. Overnight travel, for consecutive nights will be necessary to properly cultivate business. Travel will be on short notice and the Salesperson should limit local obligations.
- Applicant will travel to engage with customers in a multi-state region.
- Must be proficient in Word & Excel. General Computer Basics required. Applicant will be expected to properly catalogue contacts, progress, leads, and other valuable information.
- Familiarity with Industrial or Utility Settings is a plus. Applicant will be comfortable in an Industrial Workplace.

- Applicant will 100% on board with all functions of Our Business: A Salesperson's participation is expected if and when they are asked to be on a jobsite, assist, transport, or substitute for a peer. We are a cohesive team and we support each other.

REQUIREMENTS:

- 3 YEARS SALES EXPERIENCE, at a minimum. Must be fluent in sales processes and business communication.
- Valid driver's license & good driving record.
- Drug Free, includes pre-employment and random screens.
- Clear Criminal Background Check.
- Good communication skills; good physical condition; ability to work with minimal supervision; ability to travel as needed away from home.
- Ability to work an irregular schedule and unpredicted schedule changes.
- Willingness to work in outdoor industrial or natural settings, sometimes extreme work conditions.

TO APPLY:

1. Send an appropriate resume to jobs@chemproservices.com
2. Include accurate & verifiable past work experience
3. Include cover letter and salary history.
4. In cover letter point out specific traits of points that make you qualified for position.
5. List any specific training or credentials you possess