



## Outside Sales Representative

C & S Sweeping Services, Inc. is growing, and we are currently seeking an Outside Sales Representative.

### Essential Functions and Work Responsibilities

The Outside Sales Representative will be responsible for assisting in the service of existing customers and identifying new business while learning our business, products and customer base and will be responsible for generating revenue by developing new prospects to increase sales of the organization's services.

### Competencies

- Express an aggressive, dynamic personality and excellent customer service skills
- Maintains the qualities of a people-oriented, sales driven, self-directed, self-motivated and determined individual with an entrepreneurial spirit
- Proficient computer skills including MS Office Suite, smartphones and tablets.
- Must be able to identify and build prospects and business relationships
- Possess a valid Driver's License.
- Cold call for presentation leads and account acquisition
- Identifying business opportunities with new clients through customer relationships, cold calling, client presentations, referral generation, and networking
- Report, log and maintain contact database; daily activities using company designated software
- Collaborate with other functional areas to access all available resources
- Keep management informed of all activities, including timely preparation of reports.
- Prospect and develop new, exciting business relationships.
- Understand each customer's needs to provide real, effective solutions.
- Deliver exceptional customer service.
- Is an effective communicator and maintains a positive rapport with customers via phone and email.
- Enters data on a regular basis pertaining to calls, quotes, etc., as well as preparing regular reports as required by management.
- Communicates with operations and dispatch to ensure availability and proper scheduling of equipment
- Assist and communicate when necessary to assess and handle customer concerns in a timely manner

**Job Requirements:**

- The ideal candidate will have previous business to business sales experience with a proven track record of calling on and developing new business.
- Demonstrate the ability to make cold calls and learn how to effectively contact the decision maker
- Prior Business to Business outside sales experience
- Experience with cold calling, networking and business development skills
- Self-motivation and the ability to work independently
- Call on prospective customers to obtain their business as well as manage existing business
- Responsible for tracking and reporting sales activity
- Build customer book of business through all forms of sales generation and mediums
- Other duties may be assigned as required

**QUALIFICATIONS:**

- Minimum of 2-3 years' sales experience

**BENEFITS:**

- Health/Dental/Vision & Life Insurance after 90- Days of employment
- 401-K- match
- Vacation & Sick Pay

Send resumes to [humanresources@candssweeping.com](mailto:humanresources@candssweeping.com).

**EQUAL EMPLOYMENT OPPORTUNITY:**

*C&S Sweeping Services, Inc is an Equal Opportunity / Reasonable Accommodation employer. The Company does not discriminate on the basis of race, color, gender identity, sexual orientation, religion, national origin, familial status, age, disability, and United States military veteran status. Pursuant to the Americans with Disabilities Act, the Company will make reasonable accommodation(s) during the recruitment & selection process. Persons with a disability may request a reasonable accommodation by contacting Human Resources at 602-252-9471. Requests should be made as early as possible to allow time to arrange the accommodation.*