



**Sales Representative
Industrial Cleaning Group**

MPW Industrial Services, Inc. is currently seeking a **Sales Representative** for **Central and Covington, VA** and surrounding areas. The position sells MPW services directly to potential and existing customers. The position requires one to identify all potential customers and sell all of the services MPW has to offer that are applicable to each customer.

General and Specific Responsibilities:

- Use various media, identify potential customers that are consistent with the company's market and business objective
- Identification of revenue targets and development of strategic plans for target accounts
- Identify the key decision-maker on qualified accounts through research and personal contacts.
- Achieve assigned revenue and profit forecasts.
- Identify customer needs versus MPW's business offerings.
- Plan and execute sales calls and presentations to customers.
- Demonstrates problem-solving attitude to the customer and determine need satisfaction
- Work within an assigned territory to maximize the service MPW can offer through business contacts and on-site presence
- As the territory develops: must be able to manage the territory's new, potential, and existing customers.
- Be cognizant of potential business opportunities for MPW to pursue as a company that are consistent to growth and performance objectives.
- Perform other duties as directed.

Knowledge & Skills:

- Associates or Bachelors degree with an emphasis in **Sales and Marketing.**
- Knowledge of the company, operations, and services.
- Experience in sales, marketing, and pricing strategies.
- Understanding of key Industrial processes
- Strong analytical skills with industry knowledge.
- Professional oral and written communication.
- Strong computer skills (Word, Excel, PowerPoint).
- **1-3 years experience in outside sales preferably in an industrial cleaning environment.**
- Ability to establish and maintain effective relationships with customers, management, and staff.
- Be flexible and adjust to a rapidly changing environment.
- Excellent organization and time management skills.
- Good customer service orientation.

Please submit resumes to kblack@mpwservices.com
MPW is an Equal Opportunity Employer