



From the Earth...for the Earth®
A JSH international™ Company

JOB DESCRIPTION: SALES REPRESENTATIVE

GENERAL SCOPE OF POSITION:

Greenovative Technologies, the food service and hospitality division of JSH international, a rapidly growing bio-environmental company with offices in Mount Laurel, NJ, is seeking an experienced, high quality sales representative and closer with an outstanding success rate that will generate sales of our revolutionary organic products for use in grease traps and septic systems by calling upon prospects and supporting existing customers. The position reports to the Director of Greenovative Technologies. Territory will include, but not be limited to the **PA, DE, VA, & MD** marketplaces. Targeting **DISTRIBUTORS, SEPTIC & GREASE TRAP PUMPER, AND PROFESSIONAL SEPTIC TRADE** which serve residential and commercial businesses in the food-service and hospitality industries. The position carries the responsibility to build business and meet objectives, while demanding a high degree of service. This position offers a tremendous opportunity within very large marketplaces.

SPECIFIC RESPONSIBILITIES:

- Have complete knowledge of Company products and be able to discuss value with customers.
- Identify sales prospects in a **WIDE VARIETY OF BUSINESSES.**
- Contact prospects and existing customers and generate sales of GT products.
- Use sales expertise to maximize and close sales per contact and build an effective sales pipeline.
- Use knowledge of target markets to advance the company's image and sales.
- Follow-up effectively on leads and post-sale support.
- Represent the company at trade shows and other industry events.
- Develop sales territory, building a track record of success.
- Handle all orders of product in an organized and efficient manner.
- When needed, install, deliver, and maintain all related equipment, product, and general needs as related to dispensing of the products.
- This is an outside position that requires most activity to occur outside of the office.
- Support all efforts of distributors, pumpers, brokering networks, and all sales generated from Company's variety of sources
- Utilize strong computer skills with the ability to quickly become proficient with other software.
- Keep detailed records of sales activity.
- Set schedules and manage time effectively and efficiently.
- Maintain needs of current customers as required.
- Demonstrate teamwork within own division and across other company divisions as needed.
- Other duties as necessary.

PERSONAL ATTRIBUTES:

The individual must be a positive thinker, loyal and trustworthy. Attributes of flexibility, creativity, self-discipline, strong organizational skills and action-orientation are essential for this role, as the position offers a significant amount of responsibility with accountability for results. A sales orientation with strong communication and customer service skills is essential. **Respect and knowledge of food-related industries and professional septic trade is preferred.** Applicant must have strong sales skills, but also be willing and able to “roll-up the shirt sleeves” to provide service when needed. The successful applicant will have the desire and ability to support the building of the business and to grow in responsibility as the Company grows.

EXPERIENCE AND EDUCATION REQUIRED:

The successful applicant will have **experience, contacts, and understanding of the sales and service of septic and grease trap industries.** A degree in Business Administration preferred and a minimum of 2 years experience is required. 5+ years of sales and service to the food and hospitality industry desired. Some basic mechanical aptitude is helpful. Able to carry, move, and lift at least 50 pounds.