

Job Opening – Regional Sales Manager - JBS Industries

Are you a driven Sales Hunter? Do you have Consultative Sales skills and the passion for delivering “value-added” customer propositions? Do you have track record to fully-execute customer supply agreements? Do you believe digital advertising is the future of sales & marketing? If you answered “yes” to these questions, then we have the opportunity for you.

JBS Industries is a leading car wash chemical manufacturer that has been creating high-quality car wash and industrial cleaners since 1979. Since then, JBS has continued to grow its business and client base across the entire spectrum of commercial automotive cleaning. We remain a trusted automatic car wash chemical manufacturer and a provider of top-performing cleaning technologies & innovation.

JBS Industries is seeking a motivated and self-driven **Regional Sales Manager** to deliver a new, revolutionary sales & marketing model to wholesale distributors and multi-site car wash chains. This new model features digital **LEAD Generation** to drive new sales in combination with new **“Perfect Brands”** of commercial car wash chemicals. This new model is the only one of its kind in the commercial car wash business and JBS Industries is investing in new Sales Team to lead the car wash industry in digital **LEAD Generation**. An exciting new opportunity for a polished sales professional to get in on the ground floor of digital advertising in a growing car wash industry driven by private equity investment. The **RSM** can be remote, but must be willing to travel up to 50%. **Key responsibilities of this new sales role include:**

- Prospect and call on Wholesale car wash distributors & car wash chains.
- Deliver new Perfect Brands program utilizing Presentations & expert Proposals.
- Prospect and call on target customers in Eastern half of the United States.
- Drive new digital **LEAD Generation** plans to qualified Distributors & car wash chains.
- Lead Marketing, Sales, & Technical teams to develop **“Perfect Chemical brands”**.
- Execute multi-year supply agreements for each qualified customer.

The ideal candidate for the **Regional Sales Manager** will be a polished sales hunter that knows how to deliver a customer value proposition that combines the sales of a product/service with digital sales & marketing tools. (A sales professional that associates “discounts” as value or “price-driven” may not succeed in this role). This role involves driving new business for distributors & car wash chains – **“Lifetime digital LEAD Generation”** for the life of each brand.

- BS degree with 5 plus years of direct selling in a sales team system, required.
- Ability to travel up to 50% of the time within the United States market area.
- Experience selling the value of marketing and brand development solutions, preferred.

- Experience with direct sales in Commercial Car Wash chemicals, helpful but not required.
- Experience closing the sale of products and/or services with a supply agreement, required.
- Track record of leading “teams” of internal & external resources is essential to role.
- Experience using CRM platforms to manage and record all sales activities.
- Experience with 2-4-month sales cycles important – (from prospect to close).

JBS Industries is your chance to put your sales skills and customer acquisition abilities to the test. Qualified candidates should expect to move into 6 figure income quickly, much more in years 2&3 of the Perfect Brands program!!

Compensation structure is a competitive base salary + commission structure for new business. Position qualifies for full Health benefits package after 90 days from hire date.

This position reports to the Director of Sales. The ideal candidate would reside close to a major airport in the U.S.

If you are ready for a new challenge and meet the qualifications outlined above, apply sending your salary requirements and a current resume to job@strategichrinc.com.

Visit www.jbsindustries.com learn more. Employer is EOE/AA/M/F/D/V.