

Distributor Sales Development Manager

Contact: ECOLAB

Email: ecolab@countyjobs.careers
https://ak-skagway.countybuyselltrade.com/jobs/distributor-sales-development-manager_boston_63738

Address: **Boston**
Price: **Check with seller**

DetailsApplyJoin Ecolab’s sales team as a Distribution Sales Development Managerin theMassachusettsmarket – also including New Hampshire, Rhode Island, Southern Vermont, Southern Maine and NE Connecticut. This outside sales opportunity is within our industry leading Institutional division, which offers comprehensive chemical products and solutions to meet the needs of customers across the foodservice and hospitality industries. After completing an initial training program, you will be responsible for driving sales by developing strategic sales plans in partnership with local and national distributors. You will serve as the face of Ecolab, providing recommendations on advanced cleaning and sanitation processes and programs that drive a positive guest experience and create cleaner, safer, and healthier environments.We are looking for candidates who will reside within 40miles ofBoston, MAand are willing to travel overnight on occasion if needed.What You Will Do: Build rapport and cultivate relationships with distributor representatives and customers Develop and execute business and marketing plans for assigned distributorso Cold-call and prospect to secure new accounts and generate new sales within a specific geographic area , as you build Ecolab’s brand in your marketo Introduce new products and enhance distributor sales and service capabilities through presentations, training and demonstrationso Identify competitive sales targets and facilitate cross-divisional sales opportunitiesWhat’s in it For You: Paid training program that includes job shadowing, e-learning modules, structured field activities, and customized classroom style training, allowing you to learn from subject matter experts with proven successo After your training is complete, grow your income as you drive sales in your marketo Plan and manage your schedule in a flexible, independent work environmento Receive a company vehicle for business and personal useo Carve out a long-term career path in sales, corporate accounts, or leadershipBasic Qualifications: Completed Bachelor’s Degreeo 3+ years of outside sales experienceo Willing to travel overnight as requiredo Ability to complete pre-employment assessments including a physical, lift and carry 50 pounds, color vision test and drug screeningo Must have a valid driver’s license and a recent Motor Vehicle Recordo Background check and drug screening migration to company availableo Preferred Qualifications: Proven business to business sales experience



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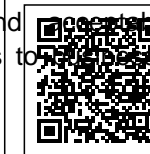
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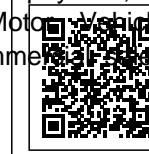
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