

Cleancloth Southern Alberta Sales Territory Representative

Position Summary

Reporting to the Regional Manager, the right candidate will be responsible for planning, organizing, directing, controlling and evaluating opportunities to grow our business and reputation in Southern Alberta, Canada.

The ideal candidate should reside near our office located in Calgary, Alberta. Heavily a field-based position.

Duties & Responsibilities

- Develop and maintain long term relationships with existing customers and new prospects
- Proven ability to develop and execute on Business Development strategies
- Lead the RFP and RFQ process in accordance with the customer timeline
- Drafting, development, and analysis of proposals and contracts for presentation to senior management and customers
- Timely reporting of accounts and objectives/activities using In-House CRM program
- Have multiple communication with the Inside Sales Representative in regards to attacking day-to-day business, day in and day out
- Have weekly meetings with the Regional Manager in regards to progress
- Communicate with the Territory Representative and the Facility Supervisor
- Participate, and attend trade shows, conferences, seminars and other industry related events
- Other duties as assigned by the Regional Manager

Desired Skills and Experience

- Positive and outgoing attitude with willingness to learn
- Hunter Mentality a must
- Self-driven, but works well in a team environment
- Experience selling to End User, Distribution and Retail Accounts
- Minimum 3 years' experience as a business development/account representative or related experience
- High level of professionalism, ethics, confidentiality and accuracy
- Proposal experience is required including ability to develop and deliver to customer
- Excellent written and verbal communication skills
- Proven experience with CRM
- Microsoft proficiency in Excel, Word and PowerPoint
- Proven presentation skills
- Travel required in Southern Alberta area daily and occasionally training and meeting in Vancouver, BC.

For more information about our initiatives: www.cleancloth.ca

British Columbia Office

Ph : (604) 592-2845 | Fax: (604) 592-2846
13120 78A Avenue, Surrey, B.C. Canada V3W 1P4

Alberta Office

Ph: (403) 278-7870 | Fax: (403) 278-7871
6150 – 44 Street SE, Calgary, AB, T2C 5K5

For more information about our products: www.cleancloth.ca orders@cleancloth.ca



Cleancloth[®]

Division of Trans-Continental Textile Recycling Ltd.

Community Initiatives since 1990

What we offer

- This is a Full Time position
- Salary range \$40-50K per year based on experience and skillset
- Generous Car Allowance provided
- Medical and Dental Benefits
- 2 weeks paid vacation a year
- Uncapped Quarterly Bonus

We invite all interested candidates to learn more about us at our websites www.cleancloth.ca and www.transtextile.com . To apply please submit your resume and a cover letter that specifies the following:

- Why you are interested in this position
- Why you are suitable for this position
- Examples of your community involvement
- Examples of your Career Successes

Email you application to: info@cleancloth.ca.

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