

Territory Service and Sales Rep

Join Chesapeake Chemlab as a Territory Service and Sales Representative in the Washington, DC, Northern Virginia and Maryland markets. This opportunity offers you the ability to partner with our current customers in the hospitality and foodservice industries and provide recommendations with comprehensive chemical products and programs designed to meet their needs. You will serve as the face of Chesapeake Chemlab, servicing laundries and dish machines, dispensing equipment, and systems for our customers. You will also provide recommendations on advanced cleaning and sanitation programs and solutions that drive a positive guest experience and create cleaner, safer, and healthier environments.

What You Will Do:

- Prospect and close new customer accounts
- Increase sales to current customers
- Use your problem-solving skills to conduct preventative and corrective maintenance on laundries and dish machines, dispensing equipment, and systems.
- Assist in the installation of equipment and solutions
- Communicate our total value to the customer to meet their needs and grow sales within existing customer accounts
- Leverage tools and technology (including tablet and mobile phone apps) to conduct service visits and recommend unique programs and solutions to customers
- Demonstrate safe equipment use, ensuring your customers' operations are fully functional, and teams are properly trained
- Provide emergency service to existing customers via phone or in person, as needed
- Manage equipment, parts, and inventory to control costs

Position Details:

After completing an initial training program, you will be servicing established and new customers including restaurants, hotels, schools, long-term care facilities, and more within an assigned territory.

Weekend Rotation - Generally, 1 in every 4 weekends are required (based on business demand)

Minimum Qualifications:

- High School Diploma or GED
- 1 year of mechanical service or sales experience
- Availability to provide emergency assistance to customers which may occur at night, on weekends and over holidays
- Must have a valid driver's license and acceptable Motor Vehicle Record
- No Immigration Sponsorship available

Physical Demands:

Ability to complete, pre-employment assessments including a physical, lift and/or carry 50 pounds, color vision perception, and drug screen

Ability to perform essential functions of the job, with or without reasonable accommodation

Preferred Qualifications:

Associate degree

Previous mechanical problem-solving experience (e.g. plumbing, electrical, HVAC and/or mechanical experience) in a military environment and/or industries related to food service, laundry, housekeeping, hospitality and/or pool and spa