

Ideal Linen Seeking Route Sales Representative

This opening is in Chadron. E-mail a resume or questions to cwhiteley@ideal-linen.com.

JOB SUMMARY:

As a Route Sales Representative (RSR), you will deliver products and up sell services to a designated customer base within a geographic area. The RSR will be required to deliver clean garments and/or products and collect/sort returned soiled items for laundering. RSRs will also build strong customer relationships with uniform-wearers and decision-makers by providing exceptional service, develop sales and marketing approaches to generate additional revenue from existing customers, and routinely resolve customer issues by identifying satisfactory solutions. The ideal candidate must be comfortable with a physically demanding, customer-facing, sales-oriented position.

ESSENTIAL JOB FUNCTIONS:

- Develops sales and marketing approaches for existing customers based on knowledge of the customer, preferences and style
- Markets new products and services at the time of established product delivery to result in further penetration of the account with additional product lines
- Identifies prospective customers through the assigned customer base and utilizes a team approach to solicit new clients
- Routinely resolves customer issues within established guidelines and partners with customers in identifying satisfactory solutions
- Builds strong customer relationships with uniform-wearers and decision-makers on an on-going basis with the objective of continuing and renewing service contracts
- Confirms that customer loads are correct before leaving the Ideal Linen location. Drives an Ideal Linen delivery van to deliver clean garments and/or products to customers according to specifications. Collects/sorts and returns soiled garments and/or products to the Ideal Linen location for laundering
- Accurately complete all records and required paper work on a daily basis
- Performs job to standards set by Ideal Linen Management

EDUCATION REQUIREMENTS:

- HS diploma or equivalent

WORK EXPERIENCE REQUIREMENTS:

- 1-3 years related experience in customer service, sales, or training or equivalent education and experience

SKILLS AND COMPETENCIES:

- Able to lift 55lbs on an intermittent basis (up to 25 times per day) without assistance

SPECIALIZED KNOWLEDGE, LICENSES, ETC.:

- Valid driving license in order to operate an Ideal linen vehicle