



OUR SERVICE IS OUR **ONLY** CONTRACT

WM Uniform Employment Opportunity: Outside Sales Representative (Eastern Michigan Territory)

WM Uniform, a family owned & operated company since 1963, is seeking new talent for its growing territory in East Michigan. We are seeking a full-time outside sales professional for this region. This is an exciting opportunity to continue to build in a new territory. The right candidate will have at least 2 years of business-to-business sales' experience in a targeted sales territory. They must have effective skills in cold calling, prospecting, qualifying and closing business in primarily the industrial, manufacturing and automotive industries. They must be proficient in a sales contact management system like Salesforce, ACT! or Goldmine. Additionally, the successful candidate will be self-motivated, have a well-established daily and weekly game plan and be able to work with limited daily supervision.

The Sales Representative will be based out of their home office but will have access to office space in our depot and main office locations. They will be required to travel to our Holland, Michigan office occasionally for training and meetings. A laptop, cell phone and vehicle will be provided. Compensation includes a base salary plus commission for all sales with no cap, as well as a comprehensive benefit package, including a 401k program with company match.

Because we are the only company in our industry to operate without a contract, we typically find that our potential new customers may already be under contract with another service. To be successful in this industry, you must excel at creating relationships with potential customers under these circumstances.

Responsibilities Include:

- Prospect and contact potential customers.
- Present and sell company products and services to new customers.
- Record all activity in CRM database.
- Reach agreed upon sales targets by deadlines.
- Provide seamless transition of new customers to service team.

Qualifications Include:

- Previous experience in business-to-business sales.
- Proficient with CRM platforms.
- Proven ability to develop relationships with potential customers.
- Strong negotiation skills.
- Self-motivated.

Interested parties should respond to this posting with a cover letter and resume.



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