



OUR SERVICE IS OUR **ONLY** CONTRACT

## Outside Sales Representative - Eastern Michigan Territory

### Role

The Outside Sales Representative is responsible for identifying and building relationships with potential customers through a consultative sales approach that positions WMU as the supplier of choice. This individual should be comfortable cold calling, setting sales appointments, making sales presentations, being on the road to visit potential customers, and working to establish relationships with business owners and other decision makers. They must also 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 mileage reimbursement 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.

### Responsibilities

- 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.

### Skills & Values

- Proficient with CRM platforms
- Proven ability to develop relationships with potential customers.
- Strong negotiation skills.
- Self-motivated.
- The individual will also strive to fulfill the company values of honesty, integrity, excellence, and relationships.

To learn more please apply online via the Employment Interest form located on our website or send your resume to [ewisser@wmuniform.com](mailto:ewisser@wmuniform.com).

---

 407 West 17<sup>th</sup> Street, Holland, MI 49423  [wmuniform.com](http://wmuniform.com)

 800.878.8770  [wmu@wmuniform.com](mailto:wmu@wmuniform.com)