

Focused Car Wash Solutions is Looking for an Experienced Sales Representative!

“FCS is Focused on your success!”

Full-Time; \$55,000 - \$70,000 annually, plus uncapped commission

Position Summary

If you are seeking a fun and flexible work environment with a fast-growing company who is invested in your values and development, then look no further!

Focused Car Wash Solutions (FCS) is a fast-growing car wash supply company primarily serving the Midwest region. We are looking for an enthusiastic, motivated, and results-driven individual to actively seek out and engage potential prospects.

You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels, and profitability.

Responsibilities

- Prospect and qualify new sales leads.
- Schedule meetings and presentations with prospects.
- Create, plan and deliver presentations on company products and services.
- Track all sales activities in company CRM system and keep current by updating account information regularly.
- Communicate customer and prospect product pain points to appropriate departments.
- Maintain a well-developed pipeline of prospects
- Develop strong, ongoing relationships with prospects and customers.
- Meet and/or exceed quotas.
- Coordinate with other team members and departments to optimize sales efforts.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Attend regional and national tradeshows and follow up on leads
- Travel within FCS region to find and follow up on customers and prospects
- Work with customers from beginning through opening of car wash project, keeping the customer informed of timelines and potential delays or problems; working to solve any issues as they may arise.

Qualifications

- Car Wash Industry experience in both in-bay and tunnel equipment.
- Bachelor's degree in Business, Marketing, Communications, or related field; or 2-4 years of sales experience in the industry.
- Proven ability to meet and exceed goals.
- Proven track record of successfully managing customer relationships.

- Excellent interpersonal skills.
- Highly self-motivated.
- Strong verbal, written and negotiation communication skills.
- Proficient in Microsoft Office
- Working knowledge of CRM systems.
- Valid driver's license with clean driving record.

Benefits & Perks:

- Competitive salary with uncapped commission potential
- Profit sharing & bonuses
- Paid time off
- Paid training
- Company vehicle
- Health insurance reimbursement
- Flexibility – Work/Life balance
- Travel opportunities
- Opportunity for growth – both professionally and personally
- Professional and friendly team

*To Find Out if This is a Good Fit for **You**, Apply Today!*