

SALES DIVISION POSITION

POSITION: FIELD SERVICE REPRESENTATIVE

ONLINE LISTING

LISTING INFORMATION

Office Location: Upper Marlboro, Maryland

SEARCH RESULT TITLE

Field Service Representative

JOB AD TITLE

Field Service Representative: Jan San Industry

BULLET POINTS

- Maryland-based leader in building maintenance products and services
- Run educational demonstrations, training, and problem solving sessions for key accounts
- Generous salary and benefits and strong support structure

ADVERTISEMENT BODY

If you're smart and articulate, and confident in front of groups of people, you'll love this field-based role where you'll perform discreet tasks on behalf of inside sales and business development teams including demonstrating equipment, problem solving, and training of our innovative building maintenance products and services!

Who are we?

Daycon Products Company is a leading manufacturer and distributor of building maintenance supplies.

We provide innovative cleaning products and solutions, consulting and training, and coordination and education of green cleaning and sustainability programs for building owners, property managers, contract cleaners, public schools systems and universities.

Strong demand means we require an experienced field service representative to join our team in our Upper Marlboro headquarters in Maryland. For the right individual, the rewards — financial and personal — will be tremendous.

The role

Equipment demonstrations, training requests, and problem solving tasks will be booked into your calendar in advance (you won't have to do cold calling). And the time-consuming administrative work and post-presentation follow-up is handled by other team members.

All you have to do is what you do best — educate and inform people on the latest innovations in the janitorial and building maintenance industry. This role may involve travel.

Your primary responsibilities will be to:

- Meet with property and facility managers to conduct equipment demos and training and other problem solving tasks
- Provide Inside Sales and Business Development Teams with updates after events

The skills we need

Ideally, you have previous experience in the janitorial industry. Obviously, this role involves presenting to people so if that's not your thing this isn't going to work!

We'd also like to have:

- A college degree (ideally business, communications or marketing), but if you skipped college and devoted your time to becoming a business rock star, we'll respect that (just be prepared to present evidence!).
- A strong command of the English language and exemplary presentation skills
- An inquisitive nature and a passion for learning and articulating the benefits of products
- The capacity to work with, and trust, your Field Scheduler to set appointments and manage your calendar
- Computer skills and a valid driver's license

What's in it for you?

Daycon Products offers a competitive base salary commensurate with experience and a comprehensive benefits package including medical, dental, vision, a 401K plan with company match, life insurance and both short and long term disability. For more information about Daycon Products Company, go to www.daycon.com.

Daycon is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.

How to apply

Please reply back to this posting with an updated MS Word or PDF version of your resume.