



***EnviroX is Growing . . . We Seek a Vice President of Sales to Join our Team***

EnviroX, LLC was launched in 1995 as a research project. Our founder, Patrick Stewart had a clear objective; to develop a cleaning technology that would reduce toxicity, the use of packaging materials, wasted energy and landfill by performing most cleaning tasks with one, concentrated product that performed as well as, and often better, than traditional more toxic commercial cleaners.

The 1998 ISSA Jan San industry show was the unveiling of EnviroX H<sub>2</sub>Orange<sub>2</sub><sup>®</sup>, the first EPA registered sanitizer/virucide hydrogen peroxide based multi-surface cleaner, complete with patent, and unparalleled safety, versatility and stability.

Fast forward to 2019, EnviroX has literally transformed the cleaning industry. The patented formulation of H<sub>2</sub>Orange<sub>2</sub><sup>®</sup> has been imitated, but its effectiveness has not been duplicated. We continue to provide product innovation that offers safety, simplicity and savings to our growing customer base across the United States.

Under Diana Stewart's leadership, we have moved into the second generation. We are a woman owned, professionally managed company. We believe in driving forward a sustainable future for people and our shared planet. Every day, we change the way facilities are cleaned to support the health and well-being of ALL people for generations to come.

We seek a talented, team-oriented sales executive who is ready to join a collaborative environment where egos are checked at the door and a culture of positive, proactive accountability guides the way. We've built the foundation of our culture on *The Oz Principle* and *The Four Agreements*. At EnviroX "culture" is not just a word or poster on the wall; it is an inseparable component of our purpose. We are practitioners, committed to making progress. If this sounds like a place you want to be, we look forward to reviewing your resume.

EnviroX, LLC offers a market competitive salary; a sales incentive plan; company vehicle program; coverage of customary business expenses and benefits program. The flexibility of our privately-owned company allows us to offer a unique suite of benefits that include medical, dental and vision insurance, a generous vacation policy and 401K plan including a company match with contributions currently equal to half of the eligible employees' personal contribution up to 6%.

Interested qualified candidates may complete an application for employment available at [www.enviroxclean.com](http://www.enviroxclean.com) and send this along with a resume and cover letter to Katherine McFetridge at [kmcfetridge@EnviroXClean.com](mailto:kmcfetridge@EnviroXClean.com)

To learn more about EnviroX, please visit us at [www.enviroxclean.com](http://www.enviroxclean.com).



## **EnviroX, LLC Position Description**

**Job Title:** Vice President of Sales

**Department:** Sales

**Reports To:** President

**FLSA Status:** Exempt

**Location:**

United States – Near a major airport as travel up to 70% is required. (central/mid-west preferred or willing to relocate to Indianapolis or Chicago area)

### **Summary:**

Reporting to the President, the Vice President of Sales joins the executive leadership team to help shape and implement the sales strategy and initiatives. The VP of Sales will lead the efforts of the Regional Sales Managers and rep agencies (referred to as Business Partners by EnviroX). The VP of Sales will work in collaboration with other company leaders to drive profitable sales revenue.

### **Essential Duties & Responsibilities**

- Develop plans and strategies for current and new business, as well as achieve the company's sales goals.
- Implement proven sales pipeline process and management to drive results.
- Facilitate a culture of success, collaboration and ongoing business and goal achievement – as important as the first two items on this list.
- Manage the regional sales team and resources to deliver profitable growth.
- Conduct quarterly performance evaluations and provide continued coaching to team.
- Develop and manage sales budgets and forecasting.
- Define optimal sales force structure.
- Hire and develop sales staff.
- Define and oversee sales staff compensation and incentive programs that motivate the sales team to achieve their sales targets.
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives.
- Manage customer expectations and contribute to a high level of customer satisfaction.
- Define sales processes that drive desired sales outcomes and identify improvements where and when required.
- Put in place infrastructure and systems to support the success of the sales function.
- Facilitate and use CRM (salesforce.com) with the team to enter, compile and leverage information and data related to customer and prospect interactions as part of the sales process.
- Monitor customer, market and competitor activity and provide feedback to executive leadership team and other company functions.
- Collaborate closely with Marketing Director to establish a complete and successful customer journey through the marketing and sales pipeline.
- Collaborate closely with VP Customer Experience to ensure sales integration with customer implementation and retention.
- Manage key customer relationships and participate in closing strategic opportunities.
- Travel for in-person meetings with customers and partners to develop key relationships.



**Experience, Knowledge, Skills and Abilities:**

- Creating and executing a go-to-market strategy and corporate sales plan
- Increasing team sales results
- Multi-channel management
- Selling a value-added product or service through distribution channels to a B2B customer
- Monitoring and evaluating sales rep progress against stated expectations, in addition to aligning and changing behavior with performance expectations
- Managing a team of rep agencies or 1099's
- Managing key customer relationships and closing strategic opportunities
- Utilizing a CRM (salesforce.com) to manage team sales tasks, pipeline, and customer data
- Hiring and onboarding sales representatives
- Working within a company environment where collaboration is a cultural cornerstone
- Providing status reports with market and customer feedback to the corporate leadership team
- Demonstrated ability in all aspects of sales leadership
- Developing and managing sales department budgets and forecasting

**Education and Experience:**

- Bachelor's degree in Sales, Marketing or related field desired.
- A minimum of 10 years of sales management experience with demonstrated success in selling through distribution channels in a relevant industry.

We are an equal opportunity employer. M/F/D/V. Except where prohibited by state law, all offers of employment are contingent upon successful completion of a criminal background check. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential job functions.

Interested qualified individuals may send their information to Katherine McFetridge at [kmcfetridge@EnviroxClean.com](mailto:kmcfetridge@EnviroxClean.com)