



EnviroX is Growing . . . We Seek a Professional Territory Sales Manager to Join Our Team

EnviroX, LLC was launched in 1995 as a research project with one primary objective, to develop a cleaning technology that would reduce toxicity in a meaningful way. As a secondary objective, the company wanted to reduce the use of packaging materials, wasted energy and landfill space by performing all or most cleaning tasks with one, concentrated product. Feedback from customers indicated the market would not sacrifice cleaning power for a safer, more environmentally preferable product. Therefore, the product had to work as well or better than existing technologies.

Our founder, Patrick Stewart, invented H₂Orange₂[®] and introduced it to the JanSan industry at the 1998 ISSA Show. In 2003, H₂Orange₂[®] became the first hydrogen peroxide based multi-surface cleaner to obtain Green Seal certification. In addition, EnviroX has the industry's first and only, patented, stabilized hydrogen peroxide-based EPA registered sanitizer, virucide, cleaner.

Today, EnviroX has literally transformed the cleaning industry. The patented formulation of H₂Orange₂[®] 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.

EnviroX, LLC continues to be a family owned, women owned, management team run company. We've recently transitioned to the second generation of ownership and leadership with Diana Stewart, our founder's daughter as President. We are focused on continuing to drive forward a revolution of sustainable cleaning solutions. We are committed to changing the way facilities are cleaned to support the health and well-being of ALL people for generations to come.

We are poised for sustainable, profitable growth and seek talented, team-oriented sales management professionals to join our organization. At this point we are seeking a Territory Sales Manager for our business in the Illinois/Indiana region.

EnviroX, LLC offers a market competitive salary; a sales incentive plan; automobile program; coverage of customary business expenses and benefits program. The flexibility of our family owned company allows us to offer a unique suite of benefits that include medical, dental and vision insurance; life and disability insurance; a Wellness Program and 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 and send this along with a resume and cover letter to Katherine Hightower at khightower@enviroxclean.com.

To learn more about EnviroX, please visit us at www.enviroxclean.com.

EnviroX, LLC Position Description

Job Title: Territory Sales Manager – Great Lakes Region (defined below)

Department: Sales

Reports To: VP Customer Experience

FLSA Status: Exempt

Location: United States – Great Lakes Region

Starting Base Salary: \$70,000 - \$90,000 (based upon experience) annual base with bonus program

Summary:

Reporting to the Vice President of Customer Experience; the Territory Sales Manager (TSM) is a member of the sales & marketing team and responsible for the business results in the Great Lakes Territory. Main responsibility of this role is focused on obtaining new end using customers through various efforts including but not limited to: direct sales calls with Distributor Sales Representatives and Business Partners (Manufacturer Representatives), following up on incoming web/phone leads and sales campaigns through Salesforce. Additional responsibilities include the following duties executed in conjunction with the Regional Sales Manager: assisting in the creation and execution of the territory business strategy that is consistent with the overall EnviroX strategy and plan, limited coaching of Business Partners and key existing distributors. Will also support the overall sales plan of EnviroX by working in collaboration with team members on the largest opportunities to drive the company's business to include support of strategic customers.

Success in this role will be determined by someone that demonstrates leadership by example; high energy displayed by working in the territory consistently and bringing in new end user business; collaboration with various members of the company; has an interest in learning and development; is goal orientated; holds self and others accountable; and is a good listener to secure various points of view.

Essential Duties & Responsibilities

- Generating new, profitable end user business through daily efforts in the territory pulling new business through to existing or new distribution.
- Delivers the results for the Territory Business Plan.
- Implements and manages the EnvirOx territory business by maximizing collaboration with Business Partners, distributors and end using customers.
- Highly competent at working within a small organization to meet and exceed company objectives.
- Provides information to marketing to understand the competitive set within the region.
- Works in collaboration with the Regional Sales Managers and VP of Customer Experience as well as internal EnvirOx key personnel to deliver incremental revenue for the organization.

Knowledge, Skills and Abilities:

- Acts and thinks like a business professional and enjoys winning while working within the key values of EnvirOx, LLC. that include: integrity, focus on customer development and delivery of results to provide sustainable growth for the company.
- Results orientated.
- Good communicator that can use the written and spoken words to deliver a clear, concise, easy to understand message for others to understand.
- Respected by peers and customers for work ethic, industry knowledge and desire to help make the customer's business better.
- Has a clear understanding of the key financial drivers of the customer and how to provide benefits that help make the customer's business better.
- Business professional that quickly identifies issues or problems and can develop solutions quickly that can be executed and implemented by the company.
- Team player.
- An individual of high integrity.
- Leads and teaches others in the organization by example.
- Is open to learning new ideas, concepts and sales processes to improve individual and company results.
- Is a customer advocate that will properly align company resources to meet and exceed customer expectations.
- Is proficient in Salesforce CRM, Microsoft Power Point, Excel and Word.
- Is comfortable and competent with presentations to large groups.
- Overnight travel within the region is required.
- Ability to quickly build and enrich relationships with peers across the company.
- Can execute and measure the specific initiatives of the company.
- Demonstrated ability to drive performance through others to include independent Business Partners or distributor sales representatives.
- Ability to manage conflict towards positive resolution and change that benefits the business.
- High-energy and an ability to work in a fast-paced environment.
- Ability to learn and embrace the EnvirOx company culture, mission, vision and values.

Education and Experience:

- Bachelor's degree in Sales; Marketing or related field desired.
- A minimum of 4 years of experience with demonstrated success in selling end users through distribution channels in a relevant industry.
- Prior experience in the JanSan distribution environment and/or within the industry preferred.
- Travel requirements: 3 - 4 days/week; 3 - 4 weeks/month road travel. Some air travel may be required.

Location/Travel:

The individual chosen for this role will cover business located in the Great Lakes region, which is defined by the states of Wisconsin, Illinois, Michigan, Indiana, Ohio and Kentucky.

Weekly travel within the region by car will be routine with overnights required to successfully manage the region. To support strategic customers, air travel to other parts of the country may be required.

We are an equal opportunity employer. M/F/D/V. Except where prohibited by state law, all offers of employment are conditioned upon successfully passing a drug test and completion of a background check.