



Description

Clean Logix, a Grand Rapids, Michigan-based food safety solutions company, is seeking a Technical Sales Representative to help meet sales targets and strategic business goals. This position involves both proactive and reactive customer interaction, strategic account management, creating and executing sales strategies, providing thorough product training and continuous technical support, and efficiently resolving technical and operational issues for customers across the food industry. Reporting to the Sales Manager, the representative will collaborate with the team to ensure sales objectives are achieved. Clean Logix is dedicated to improving food safety by designing, manufacturing, and supporting high-quality, reliable, and high-performing sanitation equipment.

Job Responsibilities

- Customer Engagement:
 - Understand the technical needs of customers within the food industry.
 - Provide expert guidance on product selection based on sanitation, safety, quality, and operational requirements.
 - Explain complex technical information in a clear and accessible manner.
- Account Management:
 - Maintain existing accounts and cultivate new food processor relationships.
 - Collaborate with Customer Service and end-users or distributors to ensure seamless product delivery.
 - Serve as a liaison between Clean Logix and our valued partners.
- Sales Strategy:
 - Identify and contribute to achieving sales targets and market penetration in alignment with regional growth objectives.
 - Stay informed about market opportunities, product updates, and solution enhancements.
 - Leverage industry expertise to position Clean Logix solutions effectively.
- Training and Support:
 - Train customers and their staff on proper safety, hygiene, sanitation, and application operations.
 - Customize training programs for different team members based on their roles.
- Problem Resolution:
 - Address any customer issues promptly and professionally.
 - Collaborate with internal teams to resolve challenges effectively.

Job Qualifications and Skill Sets

- Bachelor's Degree in Marketing, Business, Food Science, Chemistry, or related field
- 3+ years of experience in sales, customer service, or communications
- Self-motivated and organized work style with attention to detail
- Experience with Microsoft Office, including Excel and PowerPoint (or Google Sheets and Slides)
- Effective communication and interpersonal skills.
- Must have the current and continuing right to work in the United States of America without sponsorship
- Able to read/write and converse fluently in English

Benefits

- This is a full-time position.
- Some travel required
- Salary based on experience level
- Medical, dental, and vision insurance (eligible after 90 days)
- 401(k) plan with matching (eligible after 90 days)
- Paid time off, vacation, and sick days (eligible after 90 days)



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