

https://diversifiedcontractcleaning.com/opportunities/regional-sales-director/

Regional Sales Director

Description

- Manages all aspects of sales and customer service for accounts in an assigned geographic area according to policies and procedures, and federal/state requirements.
- Solicits input prior to providing sales quotes from appropriate field (Operational) and corporate personnel.
- Clearly articulates (both verbally and in written form) what services DCCS will provide under the contract.
- Attains signed contracts, following contract execution.
- Provides leadership, support and guidance to Districts to ensure contract terms and customer service expectations are met.
- Maintains/reviews records of income and expenditures, supplies, personnel and equipment to glean information to assist in bidding process.
- Is fiscally prudent and accurately projects revenue and costs.
- Regularly markets our services to prospective clients, generating net profits to meet Regional goals.
- Conducts business and social interactions that portray DCCS in a positive light at all times.
- Consistently maintains a professional demeanor and ethical standards consistent with promoting a positive image.
- Up to 50% travel required.
- The Regional Sales Director consistently embodies the characteristics necessary to drive the Company's Purpose, Vision, Values, and DNA.

Qualifications

- A high school diploma or equivalent with a proven track record of success at the
- District level is required. Must be able to successfully complete regulatory compliance courses and identify issues and implement necessary changes.
- Two years of experience in sales, perferably in a service industry.
- Self-starter, capable of leading, directing, and supporting a team in a diverse environment with highly developed interpersonal, analytical and communication skills.
- Successful P&L and budgetary management; exceptional organizational and time management skills with a proven track record of growing accounts.
- Must be able to relate professionally and positively with staff and healthcare facility executives utilizing excellent communication, interpersonal, presentation and management skills.
- Travel is as required, for account/facility visits and participation in Regional activities.
- Willingness to relocate and live in the assigned market.
- Must maintain a valid driver's license.
- Ability to Meet Sales Goals, Motivate Sales, Territory Management, Presentation Skills, Performance Management, Building Relationships, Emphasizing Excellence, Negotiation, Results Driven, Sales Planning, Managing Profitability.

Hiring organization
Diversified Contract Cleaning

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Skilled in motivating District Managers and Account Managers in a positive fashion.

- Knowledge of housekeeping, laundry and floor care and dining program requirements.
- Basic to intermediate computer skills.
- Ability to maintain records and complete reports as required, including webbased reporting.
- Written and oral communication skills.
- Ability to develop an understanding of School Cleaning, Janitorial Services, and Childcare industry.
- Skill in using public relations techniques to promote Custodial Services program to client.
- Ability to interact positively with residents, client and other personnel and the public.
- Excellent communication and interpersonal skills.
- Excellent client/customer service and organizational skills.

Additional Requirements:

- Must be able to stand, sit, bend and walk for extended periods of time.
- Must be able to work around food and cleaning products.
- Must live in service area. No relocation costs.