

We have an immediate need for an ambitious, **entry level** sales representative to provide specialized solutions to new and existing customers in an industrial setting. You will focus on business development and securing long term partnerships with your customers. Confidence in building and maintaining professional relationships is a must. In person interviews will be held on **February 19<sup>th</sup>**; however, resumes are currently being forwarded to the hiring manager. Please send your resume to [lguidry@nch.com](mailto:lguidry@nch.com) for consideration. **Only candidates currently living in the greater Brandon area will be considered.**

Certified Labs is the largest and most profitable division of our privately held parent company, NCH Corporation. Established in 1919, NCH does over \$1 billion in sales annually. Certified Labs ([www.certifiedlabs.com](http://www.certifiedlabs.com)) specializes in manufacturing and selling advanced lubrication and chemical solutions used to maintain industrial equipment and machinery. Moreover, we are committed to our workforce. At Certified Labs you are more than an employee, you are a member of our family. As a result, you will receive the support necessary to unlock your fullest potential.

**This sales opportunity provides:**

- A family-like atmosphere
- Local sales territory
- Opportunities for repeat business and reorders
- First year compensation = \$52K base + commission
- A comprehensive benefits program
- Uncapped commission and recurring merit-based bonus potential
- Unlimited professional and financial growth opportunities
- Ongoing comprehensive classroom, technical, and field sales training
- Unprecedented sales and field support
- Expense allowances
- Robust recognition and awards program

**Requirements:**

- Entrepreneurial and energetic personality
- Strong work ethic and coachable attitude
- Customer-first attitude
- Exemplary interpersonal communication skills
- Aptitude for autonomous work
- Internet access and computer competency
- Home office capability
- Valid Driver's License and reliable transportation

**Preferred Skills:**

- Experience with Salesforce CRM and Apple platforms
- University degree
- Familiarity with industrial and/or agricultural environments

**"This company exists because of its Sales People!"**