

EnviroLogix is currently seeking an experienced Field Sales Rep based in the East-North Central territory. Our Field Sales Reps are responsible for leading the strategic sales process to drive incremental sales growth within targeted customer bases. The position will also be responsible for developing and implementing effective and efficient sales plans while working closely with our Sales Manager in the field. This position requires travel across the territory (up to 50%) including Illinois, Indiana, Ohio, Michigan, Kentucky, & Tennessee in addition to regular trips for training and development at our corporate offices in Portland, Maine.

Qualified candidates will have bachelor's degree and a minimum of 5-7 years' experience in selling related products or services in the diagnostics testing, food safety or agribusiness industries. Candidates should have demonstrated success in working with large corporations and complex selling environments. Experience with account and opportunity management, value creation, negotiating agreement terms and knowledge of universal sales principals. Experience using Holden Power Base selling (or similar) methodology, preferred.

Additional responsibilities of a Field Sales Rep include:

- Monitor and track account performance indicators and ensures that sales plans and promotions are effectively implemented, devises appropriate corrective actions
- Collaborate with senior leadership, Marketing & Product Managers, and Inside Sales to identify strategic targets
- Attend trade shows and conferences to promote and advance EnviroLogix and its products
- Initiates and maintains collaborative relationships with extension agents, state labs, and relevant industry leaders in your assigned territory
- Maintain current knowledge of market and changing developments in the sales field. Provide market intelligence to Sales Manager and team

Successful candidates will have:

- Strong negotiation skills with a demonstrated capacity to persuade and to compromise
- Proven ability to quickly build trust and credibility with customers
- Strong quantitative and analytical skills; creative problem solving
- Positive work ethic, ambitious and passionate attitude
- Ability to prioritize, multi-task and perform effectively under pressure
- Ability to sell the value of corporate relationships

To apply visit <https://www.envirologix.com/news/about/careers/field-sales-representative/>