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www.atlasfacilities.com

Job Title:

Freelance Outside Sales Representative

Department:

Business Development - California

Reporting To:

Regional VP - California

Summary/Objective:

Atlas Facilities Maintenance, a growing janitorial and facilities management company based in Portland, OR, is expanding its operations into California. We are looking for dynamic self-starters with experience in sales and strong communication skills in order to add new clients and grow our business.

Working Hours, Compensation & Benefits:

- Full- or Part-Time options available
- Flexible working hours available
- Commission-only position, with attractive performance-based incentives

Essential Functions:

- Communicate with and visit clients to sell Atlas and our range of products and services (using any/all of B2B, door-to-door, cold calling, cold emailing etc.)
- Communicate via video messaging or in-person visits
- Actively seek out connections and opportunities for growing business and adding new clients to the Atlas portfolio
- Monitor customer, market and competitor activity and provide feedback to company leadership team, as necessary
- Work with the Regional VP – California to develop leads and put into place strategies to deliver growth
- Maintain client relationships by consistent contact by phone and personal visits
- Keep informed of new products, services, and other general information of interest to customers
- Check on competitive activity and develop new methods of attaining resellers and assisting resellers in attaining new accounts
- Perform other qualified duties as assigned

Supervisory Responsibility:

None

Travel:

This position will require some travel

Required Education & Experience:

- Experience in sales
- Experience in the janitorial industry preferred
- Candidates must have the legal right to live/work in the US

