

JANITORIAL SUPPLIES - ACCOUNT EXECUTIVE

Sell what every business needs!

Hassinger & Company, Inc. has been in business for over 25 years! We are a family owned, rapidly growing, janitorial supply company located in New Cumberland, PA.

Hassinger & Company sells all types of janitorial products to local businesses. Products include restroom and cleaning supplies, kitchen/coffee items (non-food), bar supplies, warewash/ laundry chemicals, packaging materials, environmentally safe products, ice melt, along with thousands of other products. We consider ourselves a one-stop shop for all janitorial and kitchen supplies.

JOB DESCRIPTION:

Hassinger & Company is seeking a Full-Time, Hard-Working, Self-Motivated, Outgoing Account Executive to sell janitorial supplies to local businesses.

JOB RESPONSIBILITIES INCLUDE (but are not limited to the following):

-
- Prospecting in a Business to Business environment
 - Weekly prospecting of new customers, and following-up on leads
 - Creating price quotes and bids
 - Managing existing accounts
 - Maintaining good client relationships
 - Ability to succeed in a competitive field
 - Strong communication and closing skills

JOB REQUIREMENTS:

To join our successful team you MUST HAVE:

-
- 3+ Years of Outside Sales Experience
 - MUST HAVE SALES EXPERIENCE in JANITORIAL SUPPLIES or *related field.
 - Valid Driver's License and Good Driving Record
 - Excellent Work Ethic
 - Self-Motivated and Organized
 - Computer Literate

*Only the following RELATED FIELDS will be accepted: Selling Chemicals, Food Items, Paper Products,

Cleaning Supplies, Packaging, or selling for a Mass Distributor, Redistributor or Manufacturer of any related product.

This is a small company and the time to join us is now! (PA Territories are unlimited.)

ACCOUNT EXECUTIVES GET OFFERED:

-
- Salary PLUS commission!
 - Unlimited Earning Potential.
 - Existing Account List.
 - Sales Training.
 - Majority of leads from advertising/word of mouth get distributed.
 - Opportunity for growth.

BENEFITS INCLUDE:

-
- Free Phone/Paid Cell Phone Bill
 - Free Gas
 - Money towards Health Insurance offered after 3 Months
 - Vacation, Sick and Holiday Time Off

Interested applicants should send resume to: hassingerkb@juno.com
with subject heading as 'Account Executive.'