



SterileX Corporation
111 Lake Front Drive
Hunt Valley, MD 21030

www.sterilex.com

Food Sanitation Technical Sales and Service – Industrial Chemicals – Midwest

SterileX Corporation, a leader in the development of patented disinfectant chemistries based off of PerQuat® technology, is seeking to hire an outside technical sales and service representative for its rapidly growing industrial food sanitation business.

SterileX is an entrepreneurial firm with a great reputation for high quality products and service. If you are attracted by the challenge, excitement, and rewards of being a key member of a small, rapidly growing company, then this could be the right opportunity for you. SterileX offers a supportive environment for growth and achievement, and generous benefits.

Job Description

Technical sales representative will work with SterileX's sales and marketing group to grow business and build relationships with customers and distributors.

Key responsibilities include but are not limited to:

- Establishing new accounts, servicing existing accounts and obtaining orders by planning and organizing work and travel schedules to call on existing or potential customers (e.g. QA managers, food safety managers, plant managers, etc.).
- Developing sales by making initial presentations, providing technical support, and training sanitation crews. Communicating product and service attributes to QA managers, food safety managers and plant managers.
- Making joint sales calls with existing distributors. Training distributor sales and service representatives.
- Presenting and exhibiting at industry trade shows and conferences.
- Proactively networking with key industry contacts to build long-lasting business relationships

Job Requirements

SterileX seeks a dynamic candidate who is a problem-solver, has excellent communication skills, and is self-motivated. Qualified job applicants should have:

- Bachelors degree preferred with 2-5 years sales experience in the chemical, sanitation, or food protection industry OR 5-8 years experience working in a food manufacturing plant with expertise both in plant operations and sanitation.
- Ability to travel ≥50% of the time (mostly by car) to visit customers and work with distributors throughout the US.
- Ability to work 3rd shift (nights) with sanitation crews to provide product training and



service.

- Ability to communicate to audiences with varied education and work experience. (e.g. entry level to very seasoned employees, non-degreed to Ph.D. educated individuals).
- Discriminates between important and unimportant details, recognizes inconsistencies between facts and then carries out corrective actions.
- Excellent sales skills, good listener
- Excellent oral and written communication skills
- Superior organizational skills; willingness and ability to develop service reports and expense reports
- Proficiency in MS Office (Word, Excel, Powerpoint)
- Authorized to work in the United States

Sterilex is a growing company, and offers excellent opportunities for career development. Comprehensive salary and benefits package including fixed salary and bonus structure along with generous benefits.

Please email resume to Alex Josowitz at alex@sterilex.com