



Senior Sales Representative Job Description

Candidates should be local to Michigan. Visa sponsorship is not available.

Safe Science provides Covid-19 sanitizing. We provide a rigorous, science-based protocol to disinfect and then equip clients with digital communication tools to engage their customers. Safe Science is growing rapidly. Starting in Grand Rapids, we have expanded regionally through Michigan and Chicago with locations planned next for New York/New Jersey, Orange County, and Tampa/St. Petersburg.

The Senior Sales Representative will win key client relationships in West Michigan and throughout the state well as spearhead national account opportunities. A candidate should bring experience markets including senior living, state and local government, schools and universities, facilities management, and/or environmental services.

Metrics

- Revenue and margin
- New market penetration both regionally and by target segments
- Systematically building sales and marketing capabilities

Requirements

- Demonstrated record of winning complex solution sales.
- Entrepreneurial, energetic, creative, and self-motivated attitude.
- Contribute to guiding Marketing across targeting, omnichannel engagement, and demand generation.
- Guide creation of high-quality sales and marketing tools.
- Contribute to professional and trade associations for building services, property management, and high value segments such as assisted living, entertainment and hospitality, and school districts.
- Master moderately technical concepts and terms related to the Safe Science System.
- Fluency with Microsoft Office including basic financial modeling in Excel.
- Clearly strong written and verbal communication supported by evidence such as articles or speaking.
- Ability to travel frequently.
- Undergraduate degree and/or MBA from a competitive school.

Preferences

- We value military experience.
- Experience with rapidly growing businesses.
- Hands-on experience with CRM such as Microsoft Dynamics.



Compensation

We believe in strongly rewarding performance. Compensation will consist of a base salary, highly competitive commissions, potential for equity rewards, and benefits including health, dental, and vision insurance with a company contribution and a gym membership provided by Safe Science.