APPLY NOW

Territory Sales Representative - Southern California

JOB DESCRIPTION

As a ***Territory Representative***, your tenure, experience and overall sales maturity will allow you to better serve your customers, close larger deals, and as such be responsible for a larger target within your territory. You are also a true Boplan Ambassador and culture carrier, both externally and internally. In addition to your own individual performance, this means you will also support team members whenever possible.

You will be responsible for both the development of new business as well as further developing existing relationships within your territory. Supported by Boplan's Individual Development Program, you will use your extensive product knowledge to visit customer facilities and propose the right solution to our customers.

This is a home-based position and as such, you should be willing to travel 40-50% of your time.

Territory: Southern California

Key Responsibilities:

- Penetrate industrial accounts and set-up relationships with Safety, Facility, Project Engineers, and Maintenance professionals (influencers and decision makers)
- Visit industrial plants throughout your territory, identify problem areas and formulate solutions for your customers (solution/value selling).
- Understand the sales cycle steps for each account and guide customers through their decision making leading to close
- Evaluate industrial environments, take measurements, and translate that information into a well-substantiated pricing quote
- Maximize your relationships to get referrals and extend your network, whether within your territory or within your customers' network
- Set-up and participate in local and potentially national trade shows
- Work with internal departments to facilitate projects from quote to installations
- Properly use and maintain information in our CRM system.
- This is a pioneering position to quickly grow a defined territory and establish **BOPLAN USA** is the leader in the market.

QUALIFICATIONS

- Must be 21 years of age or older
- A bachelor degree is a plus, but not required
- An individual performer that also understands the value of teamwork and looks to be part of a team.

- A passion for our product is essential—enthusiasm and energy are key to your success in this role
- Experiencing industrial sales is a plus but not required. Relevant initial sales experience is necessary.
- Highly ambitious and self-assured, with a quick mind and eagerness to learn and grow
- Strong individual contributor who also values collaboration and thrives in a high-performing team environment
- Possesses maturity, integrity, sound judgment, and a strong sense of ethics
- Alignment with our company values and culture is a must

Benefits

- **A competitive salary + Variable Compensation**
- **Outstanding Benefits** - including low deductible Medical, HSA, dental, vision and life. 401K with match. PTO (vacation, sick and personal time)
- **Professional growth** - Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.
- **A highly varied job** - Although we are a global company, we foster a small company feel where team members are encouraged to take charge and results are noticed.
- **The opportunity to make a difference** - Our products make industrial environments safer than ever before. Our vision? Our legacy is a safer world. You will help make this happen.

OUR VALUES

Positive & Passionate – positivity is the power of an optimistic mindset. A positive atmosphere is beneficial to our team spirit. Passion is like a wildfire, spreading easily and inspiring others.

Agile – agility is the ability to swiftly and proactively respond to changes in your environment. It's about embracing challenges and opportunities in order to retain our efficient approach and competitive edge on the market.

Connected – connection is all about understanding, equality, and effective communication with your coworkers, customers and suppliers. And about developing an emotional attachment to our company.

Trustworthy – being reliable means meeting your commitments. Walking your talk. Talking responsibility. Accomplishing your tasks, projects, or goals diligently, and with dedication

This job opening is open to everyone, regardless of gender, sexual orientation, religion, ethnicity, age, or disability