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B2B Outside Sales Representative – Janitorial Equipment and Supplies

Description

Incredible Opportunity!

Well-established LOCAL Janitorial Equipment & Supplies Provider has an immediate opening for a B2B Outside Sales Representative in the Greater Salt Lake City area

Position: B2B Outside Sales Representative

Location: Salt Lake City, UT

Compensation: \$90,000 – \$95,000 base salary

Schedule: Monday – Friday

Our client is a well-established, local Janitorial Equipment & Supplies Provider for the past 40+ years. They are privately-held, experiencing solid growth and are seeking to add another member to their Sales team. The ideal fit would be an entrepreneurial, self-starter with at least 3+ years of successful B2B/Industrial/Commercial sales experience and who is looking for the ideal sales career opportunity

The company develops long term relationships with a variety of commercial and customers that include K-12, Offices, Dealerships, Commercial Cleaning Franchises, Hospitals, Banks, Breweries & more. You will be a vital piece to this process as you will be the face of the brand and will consultatively prospect, present and close these accounts.

This is truly a long term sales career for the true sales professional as our client offers a competitive base salary plus commissions and growth bonuses. As a result you are actually building a long term income for yourself that is uncapped.

If you feel you are the right individual for this incredible sales career opportunity then I want to hear from you today!

Veterans Welcome!

Responsibilities

- Identify, contact, prospect, present and close Commercial accounts across the Greater Salt Lake City area
- Continued relationship management of all closed accounts – residual commissions on all continued orders/re-orders
- Attend Regional Sales meetings at local office as required
- Become the face of the brand in your local area in order to achieve maximum sales results
- Produce reporting as requested by leadership

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Janitorial Supply

Job Location

Salt Lake City, UT, USA

Base Salary

\$ 90000 - \$ 95000

Date posted

April 15, 2026

- Other duties as assigned by leadership

Qualifications

- 3+ years of successful B2B Sales experience
- Great attitude, great work ethic
- Love to Compete & Win
- Passion to service & “WOW” clients – willing to do whatever it takes to make clients happy
- Hungry & Tenacious
- Integrity – Do what you say you’re going to do – deliver on promises
- Consultative Sales approach – willing to visit/touch customers 5 – 6 times before making the sale
- Hunter & Closer
- Must own your own vehicle with insurance

What We Offer:

- \$90,000 – \$95,000 Base Salary
- Company Benefits (Health, Dental, Holidays, PTO, 401k & more)
- Monthly Expense Reimbursement
- Incredible Team Support and work environment