



**Position: District Sales Manager (DSM)**

**Reports to:** Assistant Vice President (AVP)

**Division:** Lustra Professional Car Care Products Division

Lustra Professional Car Care Products, Division of Cleaning Systems, Inc., is looking for an industry experienced, highly motivated team member to support the demands of their growth across multiple regions.

The DSM will serve and further develop current clients and distributors while building and sustaining new leads and converting opportunities. They will utilize industry knowledge, corporate resources and chemical expertise in a manner that positively reflects the central values of our organization. He or she will be positioned as the main point of contact and industry expert in their multi-state region.

**Responsibilities**

- Develop and implement an annual district business plan focused on maintaining and improving current customer product and equipment relationships and identify new revenue opportunities
- Establish goals for your territory that support both customer and organizational goals and personal growth
- Manage business expenses and financial responsibilities for your district
- Work in partnership with other DSM/RSM/AVP's throughout the country, share best practices, be available for questions and help assist others in our organization.
- Maintain awareness of market needs, problems and competitive products and strategies and share knowledge that might benefit others and the company.
- Partner with RSM's and AVP's to ensure key accounts are appropriately serviced and always improving distributor relationships.
- Manage CRM for account-based management and lead generation.
- Understand the CSI Quality Management System and Environmental Management System and utilize the CIO System when appropriate.
- Enhance and expand the Lustra brand in the assigned territory and contribute to increasing national market share that Lustra has in the car wash industry.
- Contribute to the product development process by providing input and suggestions and ensuring timely completion of field-testing procedures and reports.

**Requirements**

- BS degree in Business Administration preferred
- 3+ years of experience in the car wash industry or equivalent work-related experience
- 3+ years of prior management experience preferred

**Work Environment**

This job may operate in an office environment, home office, as well as work in the field in and around car washes. This role routinely uses standard equipment such as computers, phones, and tablets. *Overnight travel can be up to 25% depending on the customer needs.*

**Physical Demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to finger, handle, or feel; and reach with hands and arms. This role can be sedentary or on your feet for extended periods of time. It will require the employee the ability to lift up to 50 lbs., bend and twist.

**Seniority Level:** Mid-Senior level

**Industry:** Car wash: chemical and or equipment

**Employment type:** Full-time

**Job functions:** Sales, Analyst, Business Development and Management

If you are interested in applying, please submit your resume to

[humanresources@cleaningsystemsinc.com](mailto:humanresources@cleaningsystemsinc.com) or call 920-337-2175.