



Position: Regional Sales Manager (RSM)

Reports to: Assistant Vice President (AVP)

Division: Lustra Professional Car Care Products Division

Lustra Professional Car Care Products, a 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 RSM 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

- Manage assigned territory with customer centric focus on further developing relationships with key accounts while validating opportunities that will increase territory market share and footprint.
- Develop and implement annual regional business plan designed to retain and attract existing and new partnerships including: Distributors, Vehicle Wash Owners, Established Accounts, and Operational Equipment Managers (OEMs).
- Provide strategic fiscal management of assigned territory focused on measured impact of product sales and service.
- Identify, facilitate, field test, and complete projects as part of the product development team.
- Effectively train, develop, and motivate distributors on business development and customer retention.
- 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.
- Communicate and work with IT, AT, Engineering, Sales, Production, Shipping, and Marketing to exceed customer expectations.
- Cross train, assist, and substitute as needed for fellow sales, customer service, and key account staff.

Skills

- Demonstrate ability to provide the highest level of customer service and support.
- Developed and delivered effective training programs to end users.
- Ability to function with minimal supervision and work in a team environment.
- Great communication skills, computer literacy and ability to handle multiple tasks.

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 50% 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 or call 920-337-2175.