

Regional Manager for Mid-Atlantic South Region (Business Development & Sales)

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Become part of the Sponge-Jet and help the world clean, preserve, and protect its most valued capital assets and historic treasures through a variety of safe, effective, environmentally friendly surface preparation solutions.

There is no shortage of excitement and challenge each day at Sponge-Jet. Manage your own work schedule: develop new business, connect with/support industry professionals and current customers on industrial, municipal, government, and historical preservation sites like state capitols, manufacturing facilities, power plants, water/wastewater facilities, refineries, shipyards, mill buildings and more.

Sponge-Jet provides comprehensive cross-functional support, career training, and a commitment to match personal goals with company goals. Sponge-Jet employees like the connectedness, autonomy, and entrepreneurial spirited culture.

Sponge-Jet Regional Managers:

- Build valued, life-long relationships with Sponge-Jet customers.
- Provide innovative solutions to customer needs.
- Continue innovating the use of environmentally friendly products.
- Educate the industry on surface preparation, restoration, cleaning, and the role they play in sustainability and conservation of resources.

Job description:

Sponge-Jet is looking for a motivated, energetic, outgoing, and technically minded mid-Atlantic business development representative to serve as a key member of the organization. The role includes working with a range of clients (e.g., engineers, contractors, architects, conservators, government officials) to provide technical product information and details which support their specific projects and overall growth efforts.

The role is divided between (1) scheduling and making calls, arranging and attending meetings (presenting), and (2) conducting onsite visits centering around product support, demonstrations, and troubleshooting.

Benefit from working closely with, and gaining support from, the Customer Service and Logistics team. Work with the Sales & Marketing and Technical Support teams for

training on Sponge-Jet systems and to learn about recommended industry-targets and applications which have been utilized for decades.

Qualifications:

- Self-motivation, self-discipline with the ability to work independently and effectively.
- Be social, energetic, and comfortable making unsolicited calls/visits.
- Willingness to be a life-long learner.
- Self-starter with internal motivation to meet and exceed your professional goals.
- Strong communication skills with the ability to analyze problems and sometimes develop solutions which are outside the box.
- Ability to travel overnight within the territory.
- Reside in the territory, preferably Maryland or DC.
- **NOTE:** the territory of this role includes our nation's capital and therefore includes many historic buildings and structures. As a result, experience in dealing with (or targeting) architects, preservationists, restoration contractors, building managers, and government officials is preferred.

Benefits:

- Health Insurance
- Short-Term/Long-Term Disability Insurance
- Dental Insurance
- Life Insurance
- Paid Holidays
- Travel and Business Expense Reimbursement
- Flexible Work Schedule
- Paid Training/Learning
- Opportunities for Advancement

Compensation:

- Base Salary (*±\$67,000 commensurate with experience*)

- Commission on sales

Education:

- Associate degree (preferred)

Work location:

- Remote (from home office within territory)... home office is preferred to be in Maryland

Territory:

- Delaware
- Maryland
- Washington, DC

Physical Requirements:

- Ability to lift 50lb