



Job Description

Job Title: Territory Manager

Reports to: Regional Business Manager

Mast Solutions Inc. offers a comprehensive line of chemical products and solutions to meet the needs of customers across the professional car wash industry. You will serve as the face of Mast Solutions Inc., providing recommendations on advanced cleaning programs and solutions that drive a positive customer experience and help provide cleaner, dryer, and shinier cars.

- **Responsibilities**

- Manage all sales and service for assigned accounts
- Communicate our value to the customer and grow sales within existing customer accounts
- Deliver and invoice all orders to your customers.
- As applies to chemicals, ensure that your customers' operations are fully functional, and teams are properly trained
- Repair and perform preventative maintenance and assist in the installation of equipment and solutions
- Provide emergency service to existing customers
- Help control costs for all customers aligned to your territory
- As required, write service and cost analysis reports for your clients.
- Manage customer relationships and problem solve issues with accounts.
- Work closely with our local partners and sales reps.
- Assist as able other reps with larger installations and helping coverage as requested by the RBM.

- **Qualifications**

- Must have a valid driver's license and acceptable Department of Motor Vehicle record.
- Satisfactory clearance of a background check.
- Ability to lift and/or carry 50 pounds.
- Must have computer skills and a working knowledge of Excel. Knowledge of Quickbooks is a plus.
- Customer relations skills as well as ability to contribute positively to team dynamics.
- Self Motivated: You will manage your own schedule and book of business.

If you are interested in this position, please send your resume to Sharon Burkholder at sharonb@mastsolutionsinc.com.