



# Territory Representative - Quick Service Restaurants

Contact: ECOLAB

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[https://al-houston.countybuyselltrade.com/jobs/territory-representative-quick-service-restaurants\\_jackson\\_57827](https://al-houston.countybuyselltrade.com/jobs/territory-representative-quick-service-restaurants_jackson_57827)

Address:

**Jackson**

Price:

**Check with seller**

**Details**  
**Apply Company Overview** Ecolab is the world's leading provider of cleaning, food safety and health protection products and services.&nbsp; Ecolab's Global Quick Service Restaurant division delivers a comprehensive cleaning and food safety program developed specifically for the QSR industry, partnering with our customers to identify food safety risks and help prevent the spread of foodborne illnesses.  
**Position Description** Territory Representatives are responsible for developing and managing a territory of customers in the quick service restaurant industry.  Territory Representatives are responsible for the following: growing sales and retaining existing customers by providing service excellence, equipment maintenance and gaining new sales through new products and new customers, and providing customers training on sanitation and food safety through high quality surveys.  
**Main Responsibilities** Maintains equipment and collateral to ensure proper function and appearance Completes the required Ecolab QSR visit reports based on the customer's mandated visit frequency (annually, quarterly, biannual etc.) Installs to include ware wash machines, water filtration systems, 3 compartment and mop sinks for existing customers and new restaurant set up. Plans and executes an efficient daily route to maximize effectiveness and productivity Facilitates the sale of Ecolab products by making suggestions for improvements with existing products and new innovations Maintains knowledge of products and their applications for each specific customer Demonstrates and trains customers on use of Ecolab products and services Maintains positive relationships with customers by evaluating their needs with a focus on sales opportunities Effectively engages the right resources to resolve problems Manages inventory by effectively merchandising existing inventory and identifying the causes for slow sales in core products Meets with store management to provide feedback and findings after the store survey is completed and make recommendations for improvement Completes required paperwork including the proper update of customer contact records and the territory management system Utilizes electronic and paper reports and other communication devices to communicate with customers, district manager, and the home office Maintains adequate levels of car stock inventory to sufficiently support customer needs, keeps organized and easily accessible Prepares daily, weekly, monthly and long-term plans for both the territory and customer Plans work by geography to increase effectiveness and productivity Completes and submits monthly plan and all other

required paperwork to the district manager in a timely manner Completes and submits the work by the established deadline Reviews survey reports to determine if any corrective action is needed on a daily basis Utilizes electronic systems to maintain knowledge of food safety and sanitation principles and their application to our customers' food handling practices



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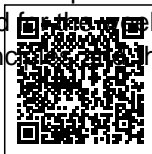
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