

Job Title: Sales Representative - Asbestos and Mold Testing Laboratory

Job Summary:

We are seeking an experienced and motivated Sales Representative to join our Asbestos and Mold Testing Laboratory team. The ideal candidate will have a strong background in sales and a deep understanding of the environmental testing industry, specifically asbestos and mold testing. The primary responsibility of the Sales Representative will be to generate new business and maintain existing client relationships by promoting our lab testing services for asbestos and mold.

Responsibilities:

- Identify and target potential clients for asbestos and mold testing services, including environmental consulting firms, certified Industrial Hygienists, Home Inspectors, Mold Inspectors & government agencies.
- Develop and implement effective sales strategies to increase awareness and adoption of our laboratory's asbestos and mold testing services.
- Establish and maintain strong relationships with clients by providing exceptional customer service and support.
- Conduct regular follow-ups with clients to ensure their needs are met and to identify new business opportunities.
- Attend industry events, conferences, and trade shows to network and promote the laboratory's services.
- Collaborate with the laboratory and operations teams to ensure timely and accurate delivery of testing services.
- Maintain up-to-date knowledge of industry trends, regulations, and best practices related to asbestos and mold testing.
- Prepare and present sales reports, forecasts, and other relevant metrics to management.

Requirements:

- Bachelor's degree in Business, Environmental Science, or a related field preferred but not required
- Minimum 3 years of experience in sales, preferably within the asbestos and mold testing industry or a related field.
- Proven track record of meeting and exceeding sales targets.
- Strong communication, negotiation, and presentation skills.
- Ability to build and maintain relationships with clients.
- Self-motivated, goal-oriented, and able to work independently.
- Proficient in Microsoft Office Suite and CRM software.

If you're interested in this opportunity and would like to learn more, please contact **Tyler Hawkins** directly at **(605) 610-2399**. Resumes can be confidentially sent to **tyler.hawkins@gogpac.com**