



Territory Sales Representative – Mosquito Control Products Southern California

Passion meets Purpose! Join our team and be part of an extraordinary opportunity to achieve exceptional results in the public health mosquito control industry.

Clarke – the leading provider of solutions for public health mosquito control is seeking to hire an **Outside Sales** professional to drive the growth of our **Mosquito Control products business** in Southern California and surrounding geographies.

WHAT YOU CAN EXPECT

With Clarke, you are not just selling products. You are a trusted consultant - designing and offering solutions to help your customers to control mosquitoes and the risk of mosquito borne disease within their communities.

As you would expect in an outside sales role, your schedule will vary depending on the time of the year. During the Spring and Summer months, you can expect to spend a significant amount of time traveling and calling on mosquito control districts and municipalities to help them to prepare for and manage their busy mosquito season. During other parts of the year, you will conduct educational workshops, attend regional and national meetings, develop your sales strategy, plan, forecast and budget, and participate in customer trials to provide support and stewardship in the launch of Clarke's innovative mosquito control products.

This position offers a **base salary of \$100,000 - \$125,000**. Compensation and benefits package includes salary, sales incentive, corporate bonus, medical, dental, disability, and life insurance, Paid Time Off, 401k plan, paid Parental Leave, and a company provided vehicle.

ABOUT CLARKE

At Clarke, we live up to our mission to make communities more livable, safe and comfortable. We are a global public health products and services Company that pioneers, develops, and delivers environmentally responsible mosquito control solutions to control nuisances and prevent disease.

We are looking for coworkers who are passionate about sustainable living, caring for our planet and other people. We value the hard work and time that our team puts in, and have not forgotten that without them, we could not be successful.

QUALIFICATIONS FOR THIS ROLE

- 5+ years outside sales/business development experience in a similar or related industry (i.e., mosquito control, pest control products, biological products, agchem, speciality chemical, wastewater treatment, etc.).
- Candidates with experience in mosquito control operations or program management – **with a demonstrated aptitude for sales and business development** – will be considered.
- Experience working with or calling on municipals and governmental accounts is a plus.
- The ability to create a compelling presentation of solutions that serve the customer's needs and support Clarke's reputation as a trusted leader in the market.
- Mechanical aptitude and abilities.
- Excellent interpersonal and verbal communication skills.

- Computer proficiency and ability to create and produce reports, business correspondence and presentations.
- Ability to effectively partner with employees, management, department and cross-functional teams to meet goals, exceed customer expectations, and to support the mission, vision and values of the Company.

Candidate should reside in the region (**Los Angeles, Orange, Riverside, San Bernadino, Kern, Ventura, Santa Barbara, Fresno, Tulare, San Diego**) and be able to work out of a home office (office set-up will be provided).

ARE YOU READY?

If you are excited about what you've read and feel that you are right for this role, please submit your resume and relevant information. Click [here](#) to access our online job board.

Be sure to check out our website (www.clarke.com) to learn more about how Clarke is helping to make the world more livable, safe & comfortable.

Clarke is proud to be an Equal Opportunity Employer