

## **ACCOUNT MANAGER – (ONE IN ORANGE COUNTY, ONE IN LA COUNTY)**

A leading provider of Janitorial Services is seeking an account manager. We seek professionals who have a strong commitment to service and quality. We are currently seeking an Account Management Candidate in the Orange County and Los Angeles areas.

### **Duties and Responsibilities:**

Daily visits to customer sites using personal vehicle (mileage reimbursement)  
Maintain effective communication with the customers regarding work schedules and services being delivered.

Develop, Coordinate and Manage work schedules and work flow.

Evaluate and justify supplies, equipment and purchases as necessary.

Create an environment that encourages teamwork, innovation and a strong commitment to client satisfaction.

Work within budgeted guidelines regarding labor costs, supplies and other expenses.

### **Experience and Skills:**

Qualifications and Abilities Required:

One to three years of customer service experience. Janitorial / facilities experience a plus.

Excellent communication skills and a sense of urgency to meet deadlines.

Strong ability to plan, organize and direct associates to meet goals and objectives.

An active leader regarding client communication and company programs and services related to the contract.

Demonstrated experience in working in a team environment.

SEND RESUMES TO: [dholladay@pbcare.com](mailto:dholladay@pbcare.com)

## **SALES REPRESENTATIVE – LARGE JANITORIAL SERVICE PROVIDER LOS ANGELES and ORANGE COUNTY**

Pacific Building Care is a best in class janitorial company that is expanding rapidly and in the process of growing our sales team in order to reach new levels of success. Our company is established and has a strong growth rate.

We are looking for industry professionals that can help us acquire new business locally and regionally. We provide janitorial services to commercial buildings and want a seasoned professional who can start right away and ramp to a strong sales year as quickly as possible.

### **Requirements**

Daily visits to potential customer sites using personal vehicle (mileage reimbursement)

Experience closing

Strong work ethic and time management skills

Proven ability to exceed sales quotas

Ability to generate a high level of new business

Top notch presentation skills

Not afraid of prospecting and cold calling

Not afraid to ask for the close

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