

Commercial Janitorial Sales Representative

1099 Independent Contractor | Commission-Based | Uncapped Earning Potential

Edge Pros is expanding our commercial janitorial division and looking for a motivated Commercial Sales Representative to help us build recurring commercial accounts throughout Wake Forest, Raleigh, and surrounding areas.

If you enjoy meeting people, creating relationships, finding new business and being rewarded for your results, this could be a great opportunity.

Benefits

- Edge Pros logo company attire provided
- Performance-based bonuses
- Flexible schedule
- Uncapped earning potential

The Opportunity

This is a 1099 commission-based sales position focused on growing Edge Pros' commercial janitorial business.

You'll be responsible for identifying potential customers, connecting with decision makers, developing relationships and bringing in new recurring accounts.

You won't be responsible for cleaning or performing the work yourself. Your role is to represent Edge Pros, open doors, and develop new business. Our team handles estimating, scheduling, staffing, and service delivery.

Successful sales representatives have the opportunity to build a strong portfolio of recurring commercial accounts and generate ongoing income from the business they develop.

What You'll Do

- Prospect local businesses and commercial properties
- Connect with business owners, property managers, and facility managers
- Introduce Edge Pros and our commercial cleaning services
- Identify potential cleaning opportunities
- Schedule walkthroughs and estimates
- Follow up with prospects and proposals
- Develop new recurring commercial accounts
- Maintain relationships with customers
- Represent Edge Pros professionally in the community

Compensation Structure

- \$500 bonus for qualifying new recurring accounts
- 5% commission on collected recurring revenue for the first 12 months
- 2% residual commission on qualifying accounts after 12 months
- Performance bonuses for reaching sales goals
- Commissions are based on revenue actually collected by Edge Pros

What We're Looking For

- Confident and professional communicator
- Self-motivated and dependable
- Comfortable with cold calling and approaching businesses in person
- Persistent and results-oriented
- Able to work independently
- Strong relationship-building skills
- Sales experience is a plus, but not required
- Reliable transportation

Territory

Wake Forest, Raleigh, Rolesville, Youngsville, Knightdale.