Outside Sales Representative – Facility Services (2+ B2B outside sales exp. req.) - MN

United States · Full-time · **$70k**

Outside Sales Representative – Facility Services (2+ B2B outside sales exp. req.)
Location: must live in or near the territory
Territory: Metro Minneapolis – St. Paul, MN
Salary: $70,000+ (DOE) + Uncapped Commission (1st yr OTE $120k, 2nd yr $150k)
Benefits: Health Insurance (100% paid for employee + family), 401k w/ Match, PTO, Car Allowance
Job Type: Full-Time | Mix of Field/Home Office
Typical Hours: Monday – Friday, ~40 hours/week
Travel: Local within the territory, home every night; 2-3 corporate visits per year
Start Date: ASAP
Sponsorship is not available

Outside Sales Representative – Facility Services (2+ B2B outside sales exp. req.) Description

Our client in the facility services industry is looking for an Outside Sales Representative to build and grow their market share in the Midwest. This is a sales first role focused on prospecting, pipeline development, and closing new recurring service contracts with brick and mortar businesses across the Minneapolis - St. Paul metro region. You will spend the majority of your time uncovering new opportunities, meeting prospects, and driving new business. Because this is a growing market, you will handle some account visits, issue resolution, and coordination early on. As the territory expands, the company adds dedicated operational support so you can stay focused on sales, territory growth, and continuous pipeline refilling. This role is ideal for someone who enjoys hunting, building relationships, and owning a territory with uncapped commission upside and multiple avenues for long-term growth.

Outside Sales Representative – Facility Services (2+ B2B outside sales exp. req.) Responsibilities

- Drive new B2B account growth across Minneapolis - St. Paul metro
- Prospect brickandmortar businesses needing facility solutions
- Target property managers, owners, operators, and facility leaders
- Spend a majority of your time building a pipeline and uncovering new opportunities
- Prepare proposals, pricing, walkthroughs, and contract details
- Close recurring service contracts and broader facility solutions
- Maintain light monthly touchpoints with select accounts
- Facilitate some issue resolution and coordination early on (support added as territory grows)
- Coordinate new account starts with internal teams and service partners
- Report weekly activity, pipeline progress, and wins to leadership

Outside Sales Representative – Facility Services (2+ B2B outside sales exp. req.) Qualifications

- 2+ years of B2B outside sales experience required
- Experience selling service agreements or recurring revenue contracts required

- New business prospecting and cold outreach experience required
- Demonstrated success managing a sales pipeline and closing deals required
- Ability to travel locally across Minneapolis - St. Paul metro region required
- Valid driver's license and reliable transportation required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zrgw/?apply=true

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