



CCP Career Opportunities



CCP Industries is the North American leader in industrial and commercial safety and cleaning products and solutions. The Area Manager is the face of the company and plays a critical role in the success of the company. The Area Manager role is truly an entrepreneurial opportunity; you will be operating as a business owner but with the backing of a company that has been around over 90 years. If you possess the following characteristics, we would be interested in speaking with you:

- Entrepreneurial spirit
- Self-starter
- Strong interpersonal skills
- Ability to work independently
- Desire for the freedom and unlimited earning potential provided by a career in outside sales

Job Summary

An Area Manager is employed by CCP Industries as a full time outside salesperson in a specific sales territory for the purpose of promoting, demonstrating, and selling CCP's products and services while following CCP policies and procedures.

Minimum qualifications

1. High school diploma; college degree preferred

Principal Duties and Responsibilities

1. Make in person direct sales to new and existing customers in an assigned territory
2. Create and execute a business development plan specific to territory to maximize selling activities
3. Develop and maintain business relationships with new customers and increase market penetration with existing customers
4. Provide expert consultation and deliver business solutions with the ability to sell over 10,000 different products across all industries
5. Maintain daily customer account information including notes, orders, and follow up activity with cutting edge sales productivity tools
6. Handle customer inquiries or complaints immediately in consultation with Regional Manager or home office representative
7. Review past due account list on a regular basis and assist in collections activity
8. Possess reliable transportation to make in person sales calls
9. Attend sales meetings and training sessions held periodically throughout the year
10. Consistently maintain minimum work standards and expectations outlined in Employee Handbook and Area Manager manual
11. Basic computer proficiency including internet, Outlook, Excel, and Word





CCP Industries

CCP Industries, established in 1921 in Cleveland, Ohio is a manufacturer & direct supplier of non-woven and woven wiping cloths, cleaning supplies & safety products.

Our Value-Added Services

- Over 150 sales representatives nationwide
 - 400,000 sq. ft. manufacturing & shipping facilities
- Specialize in custom sizes and packaging of our woven and non-woven wiping products
- Hands-on product demonstrations
 - Support in monitoring customer inventory levels



We offer a complete line of Cleaning, Containment & Protection Products available from a single source

Non-Woven Wipers

- All Purpose
- Grease & Oil
- Heavy Duty
- Delicate Task
- Food Service
- Pre-Moistened Wipes

Safety Products

- Hand Protection/Gloves
- Breathing Protection
- Eye Protection
- Head Protection
- Hearing Protection
- Disposable Apparel
- Hi-Vis Safety Apparel

Restroom Supplies

- Hand Towels
- Hand Soap
- Toilet Tissue
- Toilet Seat Covers
- Air Care Systems
- Feminine Hygiene

Apparel

- Work Apparel
- Jackets/Coveralls
- Chef Apparel
- T-Shirts/Sweatshirts
- Hats/Caps
- Golf Shirts

Woven Wipers

- Microfiber Towels
- T-Shirt Material
- Terry Towels
- Shop Towels

Sorbents

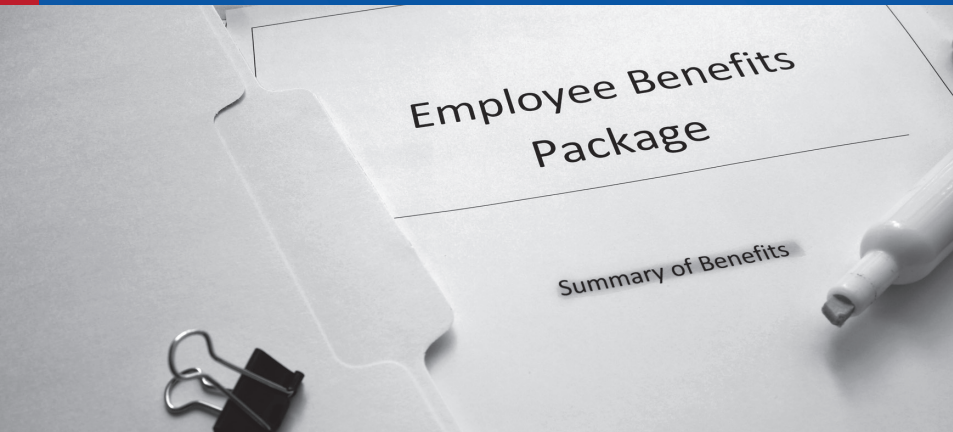
- Universal & Oil Specific
- Pads
- Rolls
- Socks/Booms
- Spill Kits

Cleaning Supplies/Chemicals

- Industrial Hand Cleaners
- Trash Can Liners
- Glass Cleaner
- Degreasers
- All Purpose Cleaners
- Vehicle Detailing

Matting

- Entrance Way
- Anti-Fatigue
- Anti-Slip
- Foodservice
- Custom Logo



Benefits

- Medical
- Dental
- Vision
- Prescription Drug
- 401(k) with company match
- Company paid life insurance package
- Flexible Spending Account



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www.ccpind.com