

Job Type: Full-time

Work Location: On-site — Franklin Park, Illinois

Salary: \$65,000–\$85,000 annually, depending on experience and qualifications.

Your First Real Sales Career Starts Here

Business Development Representative - Ex-Cell Kaiser LLC

Not your first job. Your first career.

Are you ready to take the next step in your sales career? Whether you have experience in retail, customer service, hospitality, or entry-level sales, this could be the opportunity you've been looking for.

Ex-Cell Kaiser is a family-owned manufacturer that has been producing quality waste and recycling receptacles since 1933. Our products are used in airports, hotels, stadiums, offices, and businesses across the country.

We're looking for a motivated **Business Development Representative** to join our growing sales team.

Why This Opportunity Is Different

This isn't a call center or a scripted sales position. It's a relationship-based role where you'll work directly with our VP of Sales & Marketing, experienced sales representatives, distributors, and customers.

You'll receive hands-on training, learn the manufacturing and distribution business, and have the opportunity to contribute ideas and help shape this brand-new position.

What You'll Do

- Build relationships with distributors and follow up on sales leads and opportunities.
- Work closely with experienced sales representatives and learn from their experience.
- Support customers by phone, email, and in person.
- Attend trade shows and industry events.
- Help identify new business, product, and market opportunities.
- Learn our products, customers, manufacturing process, and distribution network from the inside out.
- Stay organized and make sure customer and sales follow-ups don't get missed.

What We're Looking For

- 1–3 years of sales, retail, customer service, or related experience preferred.
- Bachelor's degree or equivalent experience preferred.
- Strong communication, listening, and relationship-building skills.

- Organized, dependable, and able to follow through independently.
- Willingness to learn, accept feedback, and grow professionally.
- Comfortable using Microsoft Office 365, Teams, and other business technology.
- Ability to travel approximately 10–20%, including occasional weekends and overnight trips.
- Valid driver's license for occasional business travel in Illinois and Wisconsin, with the ability to meet rental vehicle eligibility requirements when necessary.

Preferred but not required: Experience with CRM or ERP systems, manufacturing or distribution, and bilingual English/Spanish communication skills.

Eligible to participate in the company's annual management incentive plan.

Our benefits include:

- Medical, dental, and vision insurance
- Short-term disability
- Paid Time Off (PTO)
- Personal time
- 12 paid holidays
- 401(k) company match with immediate vesting after six months
- Flexible Spending Account (FSA) / Health Savings Account (HSA)
- Gym reimbursement
- Pet insurance
- Identity protection

If you're ready to turn your experience into a rewarding sales career, we'd like to hear from you.

Apply today: hrdept@ex-cell.com

Ex-Cell Kaiser LLC is an Equal Employment Opportunity Employer.