

JOSEPH PIGA

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SUMMARY

Highly motivated and dedicated professional with a diverse set of management, sales, and customer service skills. Proven ability to identify and effectively manage the needs of customers and build excellent rapport with clientele. Possesses strong initiative and excellent communication, time management, and interpersonal skills.

WORK EXPERIENCE

CLEANSLATE • NEW JERSEY CENTRAL TERRITORY SALES MANAGER APRIL 2022 – PRESENT

- Improve customer relations with current customers to increase sales
- Maintain warewashing and laundry accounts to improve product usage and results
- Cold call on new business to increase territory growth
- Increase year over year sales by 10%
- Train customers and staff on current products and recommend new solutions to improve safety, cleaning, and sanitation of their business

ECOLAB • NEW JERSEY NORTH KEY ACCOUNT REPRESENTATIVE NOVEMBER 2020 – APRIL 2022

- Retained and grew sales within existing customers utilizing sales skills and providing new customer solutions
- Maintained Ecolab equipment by performing monthly service
- Trained customers on proper cleaning and sanitation procedures using Ecolab equipment and products
- Actively prospected potential new customers
- Finished 2021 YTD budget at 119.7%

ECOLAB • NEW JERSEY NORTH ROUTE SALES MANAGER JANUARY 2014 – NOVEMBER 2020

- Trained customers on proper cleaning and sanitation procedures using Ecolab equipment and products
- Actively prospected potential new customers
- Served as safety champion for the district
- Responsible for weekend coverage schedule for NJ North, East and West districts for Route managers
- Trained new hire Route Sales Managers in training
- Met or exceeded yearly assigned route budget

CERTIFICATIONS

- Certified in ServSafe, water management, pool and spa, floor care and laundry

AWARDS/RECOGNITION

- Elected NY Area True Blue Hero May 2021
- New Jersey East District Route Sales Manager of the Year 2015
- Heavy Hitter – NY Area Route Sales Manager 119.8% of Budget Achievement Award 2016
- New Jersey District Performance and Leadership Award 2016
- National Route Sales Manager of the Year 2016
- \$2 Million Career Sales – Summit Club 2017
- \$5 Million Career Sales – Summit Club 2020