

Outside Sales Representative

Cal-Waste Recovery Systems

Cal-Waste Recovery Systems is looking for a full-time Outside Sales Representative. Cal-Waste is a premiere recycling and waste recovery company servicing the Sacramento, San Joaquin and Calaveras County areas. Cal-Waste is a family owned business **91 years strong**. Check us out at www.cal-waste.com.

Job Overview:

The Outside Sales Representative who reports to the Sales Manager will be responsible for identifying leads, prospecting and closing sales for new, profitable commercial and industrial waste and recycling services to customers to include total waste stream management solutions. Must meet and exceed monthly-established targeted revenue goals.

Duties:

- Prepare and deliver sales quotes to prospective new customers, follow up with key customer decision makers and close all sales.
- Perform and track cold call activities to establish initial and follow-up appointments with new prospective customers.
- Maintain an awareness of market behavior and competitive trends in designated markets to anticipate changing customer needs.
- Maintain a thorough knowledge of Cal-Waste's available services, pricing structures so as to offer additional services to existing and potential customers.
- Complete required necessary Customer Service agreements in a timely manner.
- Utilize Cal-Waste's software ("Softpak") on a daily basis, document all activity and develop customer profiles.
- Regularly enhance job knowledge by participating in educational opportunities, reading professional publications, maintaining personal networks, and participating in professional organizations.
- Perform other job-related duties, as required.

Skills, Qualifications and Experience:

- Bachelor's Degree is desirable.
- 2 + years of direct selling experience.
- Knowledge of Waste Industry a plus.
- Excellent written and verbal communication skills.
- Must be self-motivated.
- Minimum intermediate experience in Excel, Word, Outlook and Office 365.
- Softpak software knowledge a plus.
- Use of independent judgment and ability to work with minimal supervision.
- Superior attention to detail.
- Exceptional judgment and trustworthiness. High integrity and ethical character.

- Able to handle responsibility, work independently, and maintain good working relationships with customers and coworkers.
- Eagerness for solving problems and a commitment to accepting responsibility.

Benefits:

Cal-Waste offers a great benefits package to include health, dental, vision, life insurance, 401(k), vacation, sick leave, holidays and a simplified cafeteria health plan.

Cal-Waste Recovery Systems is an equal opportunity employer.