



POSITION DESCRIPTION

Job Title: Business Development Representative / Sales Specialist
Status: Exempt, Full-Time
Reports To: Sales Manager

Cal-Waste Recovery Systems is looking for a full-time Business Development 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 **95 years strong**. Check us out at www.cal-waste.com.

POSITION SUMMARY

This Business Development Representative position at Cal-Waste utilizes a consultative sales approach in the sale of recycling and solid waste services to commercial and industrial accounts in the territory of San Joaquin and South Sacramento counties. This position will be responsible for prospecting and closing new customer accounts that are commercial, construction and industrial in nature, to achieve new monthly sales revenue goals. This position will be responsible for proactively managing customer relationships and existing account's new needs. This role requires excellent relationship management skills and knowledge of proven sales tactics to close sales. This person needs to be a self-starter and able to work with operations staff to solve customer's problems / provide customers answers on a timely basis. This role is a sales job that is rooted in customer service and problem solving.

ESSENTIAL DUTIES AND RESPONSIBILITIES

To perform this position successfully, an individual must be able to perform each essential duty satisfactorily. Other duties may be assigned.

- Utilize prospecting, relationship building, selling, contract negotiation and customer service techniques to gain new customers.
- Prepares for and executes cold calls to influence potential customers into setting appointments with the purpose of presenting and selling Cal-Waste services.
- Cal-Waste utilizes month-to-month agreements, so it is vital to sustain customer relationships and build a long-term loyal customer base through exceptional customer service.

- Works closely with the customer service team and operations team.
- Work directly with the Sales Manager to define sales goals and measures of success for territories and the company's overall goals.
- Produce sales goal updates and status report updates on a regular basis as required to document all sales efforts.
- Keep all sales activity tracked and up to date in a work order-based software system for quick reference and support of sales actions.
- Always be on the lookout for opportunities to add new services, improve services and ways to create a market edge.
- Ability to gain understanding of the customer's needs and prepare for meetings.
- Interact with operational managers and frontline team to understand route and facility capacity, efficiency and profitability related to service stops and customers.
- Maintain a thorough knowledge of all Cal-Waste services to allow for accurate and detailed information.
- Serve as a representative of Cal-Waste to local communities we serve, business decision-makers, trade associations, chambers of commerce, community events, and similar organizations to network and build customer prospect opportunities.
- Always present oneself in a polished and professional manner, both in appearance/dress and with a positive communication style.

QUALIFICATIONS, KNOWLEDGE, SKILLS

- Bachelor's Degree, or in lieu of degree, a High School Diploma, and relevant business-to-business sales experience.
- Ability to set goals and to meet and/or exceed those goals.
- Proficient in time management, business computer skills, Office 360, basic Excel, planning and organization.
- Excellent communication, leadership, and planning skills.
- Ability to work independently and be a self-starter.
- Must be organized and detail oriented.
- Solid waste experience, construction sales or material moving sales experience a plus, otherwise, learn about the Solid Waste Industry through riding with collection drivers, visiting landfills, touring the Materials Recovery Facility and learning the business from "The Can Up".

BENEFITS

Cal-Waste offers a competitive total compensation package including Medical, Dental, Vision, Life Insurance, match on 401k, and more! Our employees also receive Paid Vacation, Paid Sick Leave and Holidays.

PAY RANGE

\$75,000.00 - \$95,000.00 annually plus commission.