



JOB DESCRIPTION

Position: Sales Representative

Reports to: Sales Manager

Overview:

The Sales Representative is responsible for developing sales strategies, reconciling payments and attracting new clients for California Waste Solutions (CWS). The successful candidate will play a key role in increasing revenue by managing and negotiating with clients, generating leads as well as research sales competition.

Essential Job Functions:

- “Getting the sale” using various customer sales methods
- Forecasting sales, developing “out of the box” sales strategies/models and evaluating their effectiveness
- Track and maintain an up-to-date portfolio of interactions, sales, and lost prospects
- Meet or exceed personal and team sales targets
- Research area for potential future business leads
- Have the ability to follow and/or develop an effective sales pitch
- Communicate and display results in the field to CWS management
- Maintain and expand client base within assigned territory
- Meet regularly with Manager for review of weekly sales activities and prospective customers
- Performs other job-related duties as assigned by Sales Manager

Qualifications and Requirements:

- High School Diploma or equivalent
- 1 year commercial or industrial sales experience
- Demonstrate the ability to follow and/or develop an effective sales pitch
- Have the ability to speak confidently with business owners and managers
- Ability to adapt to different situations and responses for maximum success rate
- Strong human relations, communications and negotiation skills
- Self-motivated and driven
- Experience with Microsoft Office a plus
- Ability to work independently in the field
- Travel required within Bay Area (50%)
- Valid Driver's license with acceptable driving record (insurable)



California Waste Solutions is an equal opportunity employer. We provide a competitive compensation package consisting of medical, dental, vision, life insurance coverage, and a 401k plan. Compensation will be commensurate with experience and qualifications.