



POSITION Area Sales Representative

SUMMARY

The Area Sales Representative will be responsible for new customer sales, renewing existing customers, internal growth of existing customers and overall net growth of an assigned market area. This position is responsible for generating budgeted revenue growth by utilizing a consultative approach in the sale of waste management services. The sales representative is responsible for prospecting and closing sales by developing and implementing sound selling strategies.

Essential Duties and Responsibilities

Support the Area President and General Manager implementing marketing and sales plans/strategies.

Develop and maintain positive community relations/image through involvement in civic and trade organizations, business groups, and other key contacts.

Responsible for all new customer prospects and retention of existing customers within the assigned market.

Report and submit monthly sales results.

Daily cold call, phone blocking, and territory management utilized within the sales process.

Research, prepare, assemble and deliver proposals for new prospective customers and existing customers within the assigned market.

Support and respond to all customer retention activities or concerns.

Follow and comply with all safety policies.

Additional duties as assigned.

QUALIFICATIONS

To perform the job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/ and or Experience

Bachelor's Degree in Business, Marketing, related field and or work experience.

Minimum four years of related new customer sales and account management experience.

Contracted service industry related sales and customer service experience.

Experience in the Solid Waste Industry preferred.

Specialized Knowledge Required – Including any required certificates, licenses, and registrations

Knowledge of all facets of sales strategy and implementation including market research, customer prospecting, sales promotion and customer retention strategies.

Excellent oral and written communication skills.

Strong interpersonal skills.

Organizational expertise regarding event management and grassroots outreach.

Ability to effectively manage multiple tasks.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Light lifting (20-25 pounds), office environment

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Office: Standard office equipment; work usually performed in an office setting free from any disagreeable elements.

Travel: As required for position.

TO APPLY

Email Tina at tnorthington@meridianwaste.com
