

Are you looking for a salary or equity? Short-term cash or longer term financial security? If the answer is equity and security, we have the job for you. 1-yr old environmental services start-up is looking for sales reps. Start now in Chicago and expand nationwide as a sales representative with potential for promotion to lead entire sales group. Base salary, potential for unlimited commissions and when the company grows, so will you and your career.

Company: Wastemaster Corp. www.wastemaster.com

Contact: Mark Lestina – mlestina@wastemaster.com

Company description: Wastemaster Corp. (Company) is a resource for business owners and property managers/owners who want to reduce their waste disposal and recycling costs. Using a proprietary database application, we offer our customers easy access to local service pricing information that otherwise would be time-consuming and cumbersome to assemble. Wastemaster's savings program creates greater competition among the various waste haulers competing for business in the neighborhood. The result is cost savings for our customers.

Position: Inside/Outside Sales Representative (Time is spent BOTH calling and visiting prospects)

Territory: Chicago

Job Description: The Sales Representative (SR) position is an integral part of our company growth. The SR has key responsibility to generate revenue through the sales of our waste disposal comparison services. The SR implements sales strategies by initiating phone calls and face-to-face contact regularly with new prospects to assess and understand their waste hauling pricing concerns and service levels. The SR position creates solutions and makes recommendations for the business owner to meet the customer's goals and objectives while ensuring a high level of professionalism to meet the Company's sales objectives.

Job Duties: As a Sales Representative you are responsible for every aspect of the sales process as follows:

- Cold/Warm Calling. Leads will be provided. (40% of your time)
- Customer sales visits: The SR employs an in-depth knowledge of the Company's services to effectively sell and market cost savings to small business owners, property managers and property owners in their territory. (40% of your time)
- Apply strategic selling skills, as well as technical expertise, to develop and manage the assigned customer/prospect base. We will provide you the industry training necessary to be successful.
- Plan your own sales activities to ensure that sales goals are met. (20% of your time)
- The SR regularly interfaces with the President to review business status and proactively address concerns and/or opportunities with key prospects.

Qualifications:

To be considered for this position you must meet ALL of the following requirements:

- Have a proven background in outside business-to-business sales / service [NO RETAIL]
- Be willing and able to drive up to 25 miles per day (local within the sales territory), 5 days a week using your personal vehicle
- Demonstrate above-average computer skills with Word, Excel, and Outlook and be proficient with a Customer Resource Management tool such as Salesforce.com
- Have a valid driver's license and auto insurance

Education & Experience:

- Bachelors Degree in Marketing, Communications, Business
- 3+ years professional business-to-business sales experience
- Environmental services or other business service sales experience is preferred but not required

Compensation:

Equity

Salary

Annuity-type (residual) commissions

We expect this position to earn (gross wages) between \$50k and \$70k by the end of the first year of employment although this is an uncapped earnings potential position