



4-yr old environmental services company is looking to grow its customer base. Start now in Chicago and expand nationwide as a business development representative with potential for promotion to lead entire sales group. Potential for unlimited commissions - when the company grows, so will you and your career!

**Company:** Wastemaster Corp. [www.wastemaster.com](http://www.wastemaster.com)

**Contact:** Mark Lestina – [mlestina@wastemaster.com](mailto:mlestina@wastemaster.com)

**Company description:** Wastemaster is an independent, third party waste/recycling broker for small business owners, property managers and condo associations who need to reduce their waste disposal and recycling costs. We use a proprietary database application to offer our customers an easy way to reduce costs. Wastemaster's savings program creates greater competition among the various waste haulers competing for business in the neighborhood. The result is lower disposal rates for our customers.

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

**Territory:** Chicago

**Job Description:** The Business Development Representative (BDR) position is an integral part of our company growth. The BDR has key responsibility to generate revenue through the sales of our waste disposal comparison services. The BDR 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 BDR 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 Business Development 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 BDR 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 BDR 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 SALE PLEASE]



- 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
- 1-3 years professional business-to-business sales experience [Business-to-consumer experience will not be considered]
- Environmental services or other business service sales experience is preferred but not required

**Compensation:**

All expenses paid

Annuity-type (residual) commissions