



4-yr old environmental services company is looking for inside sales reps. This can be a work-from-home position paid hourly and for performance.

Company: Wastemaster Corp. www.wastemaster.com

Contact: Mark Lestina – 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 Sales Representative

Territory: Chicago and Illinois

Job Description: The Inside Sales Representative (ISR) position is an integral part of our company growth. The ISR has key responsibility to generate revenue through the sales of our waste disposal cost comparison services. The ISR implements sales strategies by initiating phone calls with new prospects AND as necessary with existing accounts to assess their waste hauling pricing and service levels. The ISR position will spend 90% of the time speaking with business owners, property owners and managers for the sole purpose of getting access to invoice data. The ISR will also schedule appointments with high-level executives and decision makers.

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

- Cold/Warm Calling. Leads will be provided. (80% 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 ISR 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 business-to-business sales / service [NO RETAIL PLEASE]
- Demonstrate above-average computer skills with Word, Excel, and Outlook and be proficient with a Customer Resource Management tool such as Salesforce.com

Education & Experience:

- Associates Degree in Marketing, Communications or Business is preferred
- 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:

Hourly wages commensurate with experience plus annuity type commissions

All telecommunications and computer related expenses paid