



A partner you trust. Experience that matters.

Sales Consultant - Select

Job Type: Non-Exempt (Hourly)

Business Unit/Division: Select

Location: Houston, Beaumont, DFW, and Tyler

General Description

To grow and cultivate new and existing business. Be able to report regularly on current progress towards goals and specific account and / or prospect activity.

Duties

- Identify potential customers that fit the company's quality account standards
- Target those prospects for sales appointments
- Set appointments, make sales calls and necessary follow up to move the sales process along
- Responsible for any and all correspondence with customers and prospects in regards to price quotes, service schedules etc.
- Responsible for setting up any waste profiles or customer set up information
- Responsible for securing a company approved destination for the waste material
- Responsible for following all company guidelines and procedures for account set up including but not limited to (credit, MSA, contracts etc.)
- Responsible for working as a team with operations to ensure proper scheduling of jobs and / or waste pick ups
- Responsible for maintaining a good working relationship with various vendors and scheduling your own jobs to be completed by those vendors
- Must attend weekly sales meetings to update management on sales and progress of specific accounts
- Must maintain a good working Top 10 Target account list
- Resolve customer complaints or service related issues
- Participate in required monthly safety training
- Other duties as assigned

Experience

- Environmentally related sales a plus with some sales and industry experience preferred