

JOB DESCRIPTION

Job Summary

As an Outside Sales Representative (OSR), you will call on primarily small and medium-sized commercial accounts in a field-based position to generate new sales. You will be responsible for developing and implementing sound selling strategies to new prospects and for achieving budgeted sales goals. The ideal candidate will possess excellent communication skills, be adept at contract negotiations, and have the ability to build a strong pipeline that ultimately leads to winning new business.

You will use the skills you have honed in your sales career to **generate revenue** by **prospecting** and then developing and implementing sound **selling strategies** to **close new business!**

What else? If you are someone who enjoys building relationships, is driven by exceeding targets & quotas and making \$\$\$. You are definitely someone who wants to find solutions but who also loves nothing more than to be #1.

Essential Duties and Responsibilities include the following.

- Establishes and maintains a high level of customer satisfaction. Communicates to and works with the Outside Sales Manager to resolve unique customer issues.
- Effectively manages prospects by developing sound marketing plans and maintaining key information in the prospect database.
- Meet or exceeds sales activity goals.
- Matches DB Disposal services with customer needs by demonstrating knowledge of customers, pricing and competition; effectively communicates pricing and service strategies; proactively engages other DB Disposal business opportunities, referring internally as appropriate.
- Effectively uses DB Disposal sales productivity software tools(i.e. Prospect and Customer Database, Proposal Program, Pricing Tools, etc.).
- Uses in depth industry and company knowledge, prepares complex proposals and makes recommendations on equipment optimization and leasing options.
- Proposes customer solutions that are compliant with appropriate local, state and federal regulations.

Education and Experience

- Education: Bachelor's Degree (accredited) or in lieu of degree, High School Diploma or GED (accredited) and 4 years of sales experience.
- Experience: 1 years of work experience (in addition to education requirement), in direct sales, cold calling, and phone based prospecting resulting in successfully obtaining customer appointments.
- Valid Driver's license

Other Knowledge, Skills or Abilities Required

- Build Relationships
- Communicate with Impact
- Demonstrate Adaptability
- Demonstrate Integrity and Courage
- Demonstrate Professionalism
- Initiate Action
- Produce Results
- Think Strategically
- Focus on Customers
- Gain Commitment
- Influence and Negotiate
- Manage Work/Time
- Plan and Organize
- Use Ethical Practices

Salary & Benefits

This is a field-based position. This position is eligible to participate in sales compensation and recognition programs upon successful completion of sales orientation and/or training programs. At DB Disposal, each eligible employee receives a competitive total compensation package (For sales roles that includes a base salary plus commission) Medical, Life Insurance and Simple IRA. Our employees also receive Paid Vacation, Holidays, and Personal Days.

Call to Action: If this sounds like the opportunity that you have been looking for, please click "**Apply.**"