

National Business Development Representative (Chicago Area / Remote)

Job Summary:

Join a growing team at a company named one the Houston Chronicle's Top Workplaces! Successful National Business Development Representatives generate new sales opportunities and add qualified leads to the sales funnel.

Job Description:

- Build and maintain a full sales pipeline from prospecting to close
- Prospect and cold call high level positions such as CEO, Owner, President, and Director
- Educate prospects on service differentiation, pricing, and value during and after the sales process
- Meet and exceed qualitative goals for prospecting, customer contacts and other sales process activities.
- Follow up after sales to achieve referrals and ensure customer satisfaction.
- Execute and track productivity as it relates to plan. Deliver accurate sales forecasts-weekly, monthly, and quarterly.
- Some regional travel expected, and occasional off hours/weekends for customer's needs.
- Maintain a high level of integrity, commitment, and trust to exceed expectations in sales and retention of customer accounts.

Qualifications/Soft Skills:

- Selling to business executives such as CEO, Owner, President, and Director
- 0-5 years of prospecting and selling
- Remote cold calling
- Waste/Recycling industry experience
- Efficient in Microsoft Office, particularly Excel and Windows software applications
- Positive attitude and collaborative by nature
- Excellent attention to detail
- Best-in-class communication skills, both verbal and written
- Independent, with strong work ethic, and self-discipline
- Comfortable working REMOTELY

Compensation: \$55-65K + Commission

Benefits:

- Medical Insurance (health, dental, and vision) after 60 days
- 401(k) & 401k Roth option after 90 days
- Paid time off/Holidays
- Car allowance
- Travel/expense Budget
- Long & Short-Term Disability
- Life Insurance
- Company Events