



Business Development Representative (ITAD) IT Asset Disposition

Dallas-Texas

EG Metals Inc. with facilities in Hillsboro, OR and Dallas, TX is a full-service electronics recycler and End-Of-Life processor serving the recycling needs of government and corporate entities. Our state-of-the-art processing facility in Dallas allows us to offer a complete and comprehensive electronic scrap recycling and end-of-life processing services.

EG Metals has an opportunity for a **National** Business Development Representative located in the Dallas area with experience targeting and growing relationships with Enterprises, major IT & CE OEM's, Resellers and Recyclers.

This is a great position for the individual with experience in the electronics recycling and reuse industry to develop and execute plan to grow new revenues from new account prospects. The Business Development Rep. will be expected to use her/his expertise and relationships to pursue new accounts and provide day-to-day account management for their Asset Value Recovery and taking a proactive role in uncovering opportunities within existing accounts.

Qualifications

- Minimum of 5 years of business development experience in acquiring new accounts and growing existing account base.
- Recycling industry experience with IT Asset Disposition, IT Reseller/System Integrator or Distributor, Hardware Manufacturer (OEM), Asset Management Services.
- Exceptional interpersonal skills to build rapport and relationships with a variety of stakeholders within targeted and managed accounts.
- Ability to assess client requirements and present solutions, both verbally and written, that are tailored to meeting clients key requirements.
- Experience in negotiating pricing and agreements.
- Travel as required to meet new business objectives.
- Bachelor's degree preferred.

To apply contact Bahij@exportglobal.com

EG Metals is an Affirmative Action/Equal Opportunity Employer.