



Business Development Manager – Chicago (Buffalo Grove, IL)

Since our inception in 2003, ERS International (Electronics Recycling Services) is an international e-waste management and electronics recycler with locations across Canada, USA, Mexico, South America, Europe and Asia. Leading organizations trust ERS International to recycle their unwanted electronic equipment because of our emphasis on detailed audit processes, innovative technology and the strength of our security.

We are looking for a Business Development Manager who will acquire new large volume accounts. You will be responsible for developing long-term relationships with your portfolio of target companies, connecting with key business executives to drive new business sales.

Responsibilities

- Operate as the lead point of contact for any and all matters specific to your customers and prospects
- Develop customer account strategies and tactical penetration plans
- Execute against the major steps of the sales process:
 - Find new business opportunities
 - Serve as a focal point for customer service issues
 - Qualify new opportunities
 - Close new business
- Build and maintain a consistent pipeline to meet and exceed objectives
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Forecast and track key account metrics
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment
- Manage and maintains contact database, activities, account plans and opportunities including timely and quality responses to RFP/RFI's

Requirements

- 5+ years of proven sales or business development in solution sales
 - Recycling industry experience required with established and qualified accounts
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- BA/BS degree or equivalent

Check our website at www.ers-international.com and please send resume to erschi15@gmail.com.