

Company Profile

Established in 1987, our company is in the recycling, shredding and export business. We have a plant and an office in the San Francisco Bay Area and affiliated companies worldwide. We are looking for a motivated Sales Account manager in our fast paced, interesting and challenging environment.

Sales Account Manager

The Sales Account Manager is able to work independently and is a highly motivated go getter with exceptional organizational and management skills. Your focus will be retaining existing customers as well as developing and establishing long term-relationships in both the domestic and international markets. This will include the plastic, paper and other scrap commodity markets.

Job Skills Required:

- * Ability to build & follow up with customers and vendors at all stages of the sales ie: makes outgoing cold calls and site visits to develop new customers
- *Ability to calculate profit in order to gauge the risk and reward that is associated with deals
- *Ability to work effectively and efficiently with minimal supervision & can work remotely
- *Ability to multi-task, prioritize and work in a fast pace environment & under pressure
- *Ability to travel domestically and internationally
- *Attention to detail and excellent organizational as well as communication skills
- *Proficient in MS Word/Excel/Outlook
- * Problem solving/Analytical skills a must.

Education and Experience

- *Bachelor's degree desired and at least 5 years' experience in scrap commodity & recycling field
- *Must have valid driver's license with clean driving record

Compensation

- *Salary / commission based on experience and will include a Health / Dental Benefit

How to Apply:

Please email resumes to KT@Fibretrade.com