



## Leadership Opportunity Vice President of Sales

Regional Computer Recycling & Recovery (RCR&R), the leading eWaste recycler and ITAD Service Company in New York State, is seeking a Vice President of Sales based out of our company headquarters in Victor, NY.

### WHO WE ARE:

RCR&R is an R2/RIOS Certified Electronics Recycler and a licensed NAID AAA Certified Data Destruction Contractor. RCR&R focuses on the recovery of value from idle, obsolete and excess electronic equipment and operates a large-scale processing facility in Victor, New York (near Rochester) and two regional consolidation facilities in Albany and New York City. The company utilizes environmentally sound processing methods that maximize value and recovery while eliminating disposal of electronics in landfills. RCR&R has been recognized as a Rochester Top 100 Company for five consecutive years and was a recipient of the Rochester Business Journal Environmental Leadership Award.

### ABOUT THE OPPORTUNITY:

As a RCR&R Vice President of Sales, you will be responsible for the development and performance of all sales activities. You will strategically lead, and develop our sales teams and provide leadership towards the achievement of maximum profitability and growth in line with our company vision and values.

#### Responsibilities:

- Develop and implement company wide sales vision and strategy through effective executive collaboration.
- Direct all company sales forecasting activities and monitor performance goals and continuously improve metrics on sales, and closing ratios.
- Motivate a 10-person sales team with ongoing development and coaching, goal setting and performance evaluations to fully develop the sales team to the highest level of excellence.
- Spearhead new business development of national accounts including product and complementary sales channels development.
- Strategically lead the sales organization to the next level of success and growth through continuous development in accordance with our 3, 5 and 10 year strategic business plan.
- Provide leadership and coordination of marketing activities; including website maintenance/upgrades with full utilization of appropriate social media tools.

#### Qualifications:

- BS in Business, MBA preferred, with a unique blend of strategic planning and “hands on” sales management experience.
- 10 years plus experience as a proven Director or VP of sales with a successful leadership track record directing inside and outside sales teams.
- Dynamic leader with qualities of a “can do” attitude and belief in a strong relationship sales model.
- Ability to embrace strategic thinking and have a clear understanding of how to improve corporate weaknesses and enhance strengths, analyze the market and competition, proven at adapting strategies to changing conditions.

RCR&R offers a comprehensive benefits package including employer-paid group Life Insurance and Long Term Disability Coverage, Paid Time Off (PTO), a 401k plan with company match, Short Term Disability, Health, Dental and Vision programs are also available.

Please submit resume and letter of interest to [employment@ewaste.com](mailto:employment@ewaste.com)