



**JOB TITLE:** BUSINESS DEVELOPMENT REPRESENTATIVE

**COMPANY:** AER WORLDWIDE

**LOCATION:** FREMONT, CA

**ABOUT AER WORLDWIDE:**

Allied Electronic Recovery (AER) was founded in January 1996 specializing in the proper recycling of electronic waste (e-Scrap) and new excess component purchasing. Over the years AER, now known as AER Worldwide, has developed into one of the strongest global providers of electronic waste recycling and IT asset management services.

Today, AER Worldwide has over 220 employees around the world working out of our six company owned and operated facilities. In addition to our own facilities, AER has an extensive network of pre-qualified subcontractors in all regions which help in reducing our customers' logistics costs and carbon footprint. AER is committed to Environmental Stewardship, Brand Protection, Data Security and Value Recovery for every one of our global clients regardless of their size and scope.

**JOB DESCRIPTION:**

We are seeking candidates in the San Francisco - Bay Area to identify and develop new business opportunities with our prospects which are global OEMs, Contract Manufacturers, and Fortune 500 companies. The primary function of the position is to create global, national, and/or regional customized e-Recycling and IT Asset Management solutions for our global prospect base.

**RESPONSIBILITIES:**

- Develop new prospects and customers for AER Worldwide's services.
- Create statements of work/proposals for new business opportunities, including pricing and deliverables.
- Maintain client contact through in-person meetings, email and telephone communications.
- Perform quarterly reviews with existing accounts to ensure satisfaction with AER Worldwide's services, reporting and price.

**JOB REQUIREMENTS:**

- Minimum of 3 years' experience in business development. (Within industry a plus).
- BA/BS Degree or equivalent work experience.
- Knowledge and understanding of sales, customer service, logistics, and marketing.
- Excellent writing, presentation and communication skills.
- Solid research skills utilizing the internet and other available sales tools.
- Ability to keep pace with rapid changes.
- Ability to prioritize tasks and work efficiently.
- Quick learner who demonstrates initiative.
- Ability to build trusted relationships with internal personnel and customers.
- Energetic, mature, positive person who thrives on working hard.
- Ability to build and foster a positive work culture.
- Willingness to travel, both domestic and international.

**AER WORLDWIDE OFFERS:**

- Opportunity to work with the leading global provider of E-Recycling services
- Dynamic, challenging, international work environment
- A team with a high level of energy, integrity and motivation to win
- A commitment to diversity and inclusion
- Competitive compensation with a great benefits package
- An individualized professional development plan

**COMPENSATION:**

- Competitive to the industry and based on experience

Please send your resume to [careers@aerworldwide.com](mailto:careers@aerworldwide.com)