

Hugo Neu Recycling: <http://hugoneurecycling.com/>

COMPANY: Southeast region based company

LOCATION: Southeast

POSITION TITLE: Commercial Scrap Buyer

REPORTS TO: Business Manager

SEARCH PERIOD:

October 1, 2014 through October 30, 2014

SUBMISSIONS e-Mail to:

info@hnasa.com

SUMMARY DESCRIPTION:

- Developing and acquiring new profitable scrap (ferrous & non-ferrous metals) business.
- Acquiring new customers through intelligent, consistent, and tenacious prospecting.
- Gathers appropriate information about the local market for raw material concerning cost trends and availability of supply.
- Assists in developing strategic plans for new business.
- Maintaining good business contacts and favorable relations with current customers.

REQUIREMENTS:

- High School Diploma or equivalent required.
- College degree in Business, or equivalent business experience, preferred.
- Considerable depth of the experience in the scrap business, preferably as a buyer.
- Good knowledge of ferrous and Non-ferrous metals.
- Requires considerable contact with scrap dealers in person and by telephone to negotiate purchases of raw scrap.
- Requires considerable amounts of travel – approx. 80% of the time.
- A current active book of business (suppliers).
- Professional fluency in Spanish or prepared to become fluent in Spanish.
- Demonstrated Excellent Negotiation
- Skilled in adapting to new company software
- Using the internet to research target businesses or groups.
- Entrepreneurial Drive
- Excellent written and verbal communication in English and Spanish
- Business Acumen

COMPENSATION:

- Complete compensation & benefits package.