

**Sales Account Executive**

 **Northern California, Southern California, and Texas**

ECS Refining is a full service recycling and end of life services company that can help change the shape of what matters most to you, to our industry, and to the planet. By applying a mixture of physics, science, entrepreneurialism and insight honed from our decades of experience, we have developed a methodology that extracts the maximum value from materials and equipment while minimizing our impact on the environment.

**ECS Refining excels in deployment of national e-recycling operations** as well as enhanced IT Asset Management/Disposition services. **ECS is e-Stewards Certified®** – the most environmentally stringent designation in our industry. **e-Stewards Certified®** is the first fully accredited, independently audited certification program designed to ensure that e-waste will be responsibly and accountably recycled, and shipped off shore to developing countries.

**Job Descripition:**

We are seeking candidates in Northern California, Southern California, and Texas to create, execute and cultivate a direct sales plan targeted at Fortune 1,000 organizations. The primary function of the position is to produce new direct sales, develop current business account leads and maintain favorable contact with major business or sales organizations in assigned territory for the marketing and sale of the Company’s IT Asset disposition services.

**Job Requirements:**

Ideal candidate will have strong knowledge and competency of ITAD services, especially data erasure, IT assets, refurbishment, equipment resale and parts recovery. Candidate must have a proven track record of developing/managing, selling services/products to national accounts in Fortune 1,000 organizations. Candidate must have a history of attracting and maintaining client relationships.

**Responsibilities:**

* Develop new leads and clients for our recycling services and e-scrap processing
* Ability to draft pricing proposals for new business opportunities
* Negotiate with the customer to close sales while maintaining appropriate business margins
* Maintain continuous active account growth
* Understanding of the current market conditions along with the customer/vendor base, their availabilities and requirements
* Represents company at trade association meetings to promote product
* High degree of client contact through face to face interaction, telephone, and written responses
* Develop and update their knowledge of employer’s and competitors’ recycling services and speak with other sales and marketing personnel to work out the best methods of promoting services
* Responsible for sustaining and renewing customer contracts

**Skills and Experience Requirements:**

* 3-5 years of new business development sales experience, with technology industry a plus. Business degree from an accredited university or college is preferred.
* Existing relationships with corporate IT, other ITAD customers and vendors for recycling equipment
* Experience within corporate IT asset management
* Familiar with state of the art for all types of e-waste recycling including but not limited to: IT, laptops/computers, CRTs, flat panel displays, wiring, mobile phones, printers, and medical appliances
* Familiar with wide range of IT/electronic equipment for refurbishment, resale and parts recovery
* Ability to think dynamically and analytically about how to optimize status quo while incorporating new technologies
* Proven experience in identifying new business opportunities
* Proficiency negotiating and closing complex sales contracts
* Works well with executive management
* Excellent communication skills including; verbal, written, and presentation
* Team player and self starter
* Enjoy building relationships with customers
* Strong research skills utilizing the internet and other available sales tools
* Proficient in computer systems including MS Office Suite
* Ability to travel

We offer an excellent salary, commission, bonus incentives, employee medical, dental, vision benefits, holiday and vacation.

Please send resume to: HR@ecsrefining.com

ECS Refining