

## MinnesotaWorks.Net

Job ID: 13821930

Job Location: INTEGRATED RECYCLING TECHNOLOGIES C  
660 Mayhew Lake Road NE  
Saint Cloud, MN 56304

How to Apply: Email: [gterres@irtmn.com](mailto:gterres@irtmn.com)  
Website: <https://irtmn.com/about/careers/>

Job Title: Sales Representative

Work Type: Work Days: Weekdays  
Work Vary: No , Shift: First(Day), Hours Per Week: 40, Work Type: Regular

Salary Offered: Minimum \$45,000.00 Yearly Plus Commission

Benefits: 401(k) or other retirement, Child Care, Clothing/uniform allowance, Dental Insurance, Health Insurance, Holidays, Sick Leave or PTO, Vacation or PTO, Vision Plan

Physical Required: No

Drug Testing Required: Yes

Education Required: High School Diploma/GED

Special License/

Certification Required: Unspecified

Experience Required: Unspecified

Required Skills:	<p>Bachelor degree in business, marketing or related field preferred</p> <ul style="list-style-type: none"> <li>· 2-5 years in Corporate or B2B sales; Previous electronics, ITAD or eWaste purchasing experience is a plus!</li> <li>· Consistent track record of maintaining existing and developing new vendor relationships</li> <li>· Experience with Microsoft Office Products</li> <li>· Experience with commodity markets is a plus!</li> <li>· Ability to travel up to 25% (domestic and possibility for international travel)</li> </ul> <p>Important attributes for your success within this position:</p> <ul style="list-style-type: none"> <li>· Effective interpersonal and communication skills</li> <li>· Excellent time management, prioritization and multitasking skills</li> <li>· Sales focused mindset and entrepreneurial spirit</li> <li>· Self-starter that enjoys taking initiative</li> <li>· Strong attention to detail</li> <li>· Maintains a high level of integrity and confidentiality</li> <li>· Team oriented but also enjoys work independently</li> <li>· Ability to address and resolve conflict with positive outcomes</li> <li>· Enjoys working in a fast pace, goal orientated environment</li> </ul>
Preferred Skills:	<ul style="list-style-type: none"> <li>· Effective interpersonal and communication skills</li> <li>· Excellent time management, prioritization and multitasking skills</li> <li>· Sales focused mindset and entrepreneurial spirit</li> <li>· Self-starter that enjoys taking initiative</li> <li>· Strong attention to detail</li> <li>· Maintains a high level of integrity and confidentiality</li> <li>· Team oriented but also enjoys work independently</li> <li>· Ability to address and resolve conflict with positive outcomes</li> <li>· Enjoys working in a fast pace, goal orientated environment</li> </ul>
Driver's License:	None Required
Endorsement(s):	Unspecified

Job Description: Responsibilities and essential job functions include, but are not limited to the following:

- Prospecting cold calls through phone and/or email communication
- Maintain and expand current customer relationships
- In-person or virtual meetings with existing and prospective clients
- Research prospective clients through various sources
- Attend and network at tradeshow and/or other events
- Conduct facility tours and off-site meetings with existing and prospective clients
- Negotiate pricing and prepare quotes and contracts
- Present, promote and close new business with existing and prospective clients
- Work with IRT operations team and customers to ensure profitability of equipment purchased
- Daily CRM utilization