

**Current Revision Date:** June 2025

**Exempt Position**

**Reports to:** Sales Director

***Sales Representative - Corporate Multi-Location Accounts***

**Gotta Go Waste & Recycling** is a leading regional provider of waste and recycling services in the Louisville metropolitan area. We are committed to delivering reliable, sustainable, and cost-effective waste solutions to businesses of all sizes. We are currently seeking a highly motivated and results-oriented Sales Representative to join our growing team. This individual will play a pivotal role in expanding our commercial waste services by targeting and securing new corporate multi-location accounts.

**About the Role:**

The Sales Representative will be responsible for identifying, prospecting, and closing new business opportunities with corporate multi-location clients across the Louisville metro area. This is a hunter role that requires a strategic approach to sales, strong negotiation skills, and the ability to build lasting relationships with key decision-makers. The ideal candidate will have a proven track record of success in B2B sales, ideally within the waste management, logistics, or a related service industry.

**Responsibilities:**

- **New Business Development:** Proactively identify and research potential corporate multi-location accounts that align with Gotta Go Waste & Recycling's service offerings.
- **Prospecting & Lead Generation:** Develop and execute strategic prospecting plans, utilizing various channels including cold calling, networking, industry events, and referrals to generate a robust pipeline of qualified leads.
- **Relationship Building:** Cultivate strong relationships with C-level executives, facility managers, procurement teams, and other relevant stakeholders within target organizations.
- **Needs Assessment & Solution Design:** Conduct thorough needs assessments to understand client waste and recycling requirements and collaboratively develop customized solutions that address their specific challenges and objectives.
- **Proposal Development & Presentation:** Prepare compelling proposals and presentations outlining Gotta Go Waste & Recycling's value proposition, service capabilities, and competitive advantages.
- **Negotiation & Closing:** Lead contract negotiations, overcome objections, and successfully close new business deals to achieve and exceed sales targets.
- **Market Intelligence:** Stay abreast of industry trends, competitive landscapes, and regulatory changes within the waste and recycling sector.
- **CRM Management:** Maintain accurate and up-to-date records of all sales activities, client interactions, and pipeline progress in the company's CRM system.

- **Collaboration:** Work closely with the operations and customer service teams to ensure seamless onboarding and ongoing satisfaction for new accounts.
- **Reporting:** Provide regular reports on sales performance, pipeline status, and market insights to management.

**NOTE:** Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.

### **Education & Experience:**

- High School Diploma or equivalent
- Bachelor's degree in business, marketing, or related field, or relevant record of sales experience.
- 3-5+ years of proven success in B2B sales, with a strong emphasis on new business development and corporate accounts.
- Experience in the waste management, recycling, logistics, or a related service industry is highly desirable.
- Demonstrated ability to consistently meet or exceed sales quotas.
- Exceptional communication, presentation, and interpersonal skills.
- Strong negotiation and closing abilities.
- Proficiency in CRM software (e.g., Salesforce, HubSpot) and Microsoft Office Suite.
- Ability to work independently and manage time effectively in a fast-paced environment.
- Strategic thinker with a proactive and results-oriented approach.
- Valid driver's license and reliable transportation.

### **PHYSICAL DEMANDS:**

- Physical ability to lift up to 25lbs.
- Travel to the customer & vendor sites
- Sits, reads, writes and uses a computer keyboard
- Follow all company Safety policies, procedures for working safely

### **SCHEDULE:**

- Full- Time Position: 1<sup>st</sup> Shift
- Work Location: Charlestown IN, In person
- Expected hours: Company business hours
- Monday thru Friday

**Additional Information / Benefits**

Gotta Go Waste and Recycling., is an equal opportunity employer. As such, the Company is committed to basing employment decisions on merit, qualifications, and abilities. Gotta Go Waste & Recycling., does not discriminate in employment opportunities or practices based on race, color, religion, gender, national origin, age, disability, veteran's status, or any other characteristics protected by law. This policy governs all aspects of employment, including selection, job assignments, compensation, discipline, termination, and access to benefits and training.

**Benefits:**

- 401(k) & 401(k) matching
- Health Insurance
- Vision Insurance
- Dental Insurance
- Health Savings Account Offered w/ specific medical plan
- Employee Assistance Program
- Life Insurance
- Disability Insurance
- Paid Time Off
- Referral Program

**Employee Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Company Representative:** \_\_\_\_\_ **Date:** \_\_\_\_\_