Outside Sales Representative

Reference No.:	18CF3
Language:	Advanced English
Location:	Greater Toronto Area - East
Salary:	TC: $90K - $100K ($68K - $75K base) + commission
Benefits:	Included
Workplace Type:	On the Road
Account Manager:	Munir Jamal
Email:	mjamal@nevian.com
Job Type:	Permanent / Full-time

Description

New opportunity with our client, a leader in Waste Management Solutions, for an experiences Outside Sales Representative. The Sales Representative will drive business growth by selling company's products or services and building lasting relationships with customers. They will serve as the key link between the company and its clients, understanding customer needs and offering tailored solutions. Success in this role depends on strong communication, persistence, deep product knowledge, and the ability to build trust. Staying organized, goal-focused, and adaptable to changing market trends also plays a vital role in achieving consistent results.

Full time, permanent position
Territory: East GTA (Pickering to Bowmanville) - must live East GTA area
Salary: TC $90 - $100K (Base salary: $68K - $75K + Commission + $1,100 monthly reimbursement (car allowance & gas)
Benefits: Full benefits after 6 months; medical, Health, dental, LTD, Life Insurance, AD&D, Vision.
RRSP: Group RRSP Plan after one year
Vacation: 3 weeks + 4 floater days

Responsibilities

- New Sales Growth Business-to-business opportunities. New open or existing business for contracted waste and recycling collection services. Contracts based on the term of service.
- Prospect targeted accounts to identify when their current waste management contracts are set to renew.
- New Business growth within target geographic territory.
- Business of waste and recycling collection, processing and commodity management. Equipment sales, waste-to-energy and landfill disposal, commodity reselling, waste audits and consulting services.
- Responsible for contract negotiations for new acquisitions and key accounts, and for assisting the sales team with their negotiations for cross-account clients. Includes travel to various client locations for on-site reviews of services.
- Account retention, Account Renewal negotiations.
- Product Destruction services oversight with new sales and ongoing contacts.
- Travel for client meetings, association events and tradeshows.
- Industry-specific equipment sales and leasing (compactors, balers, trailers).
- Supervision of Waste Auditor during on-site MOE audits.
- Weekly Sales Report preparation.
- Regular use of CRM system

Qualifications

- 2- 5 years of previous proven Outside Sales (Territory Sales) experience in a B2B setting
- High school diploma required; a business or marketing degree is an asset
- Must have valid driving license and clean record
- Knowledge of recycling industry regulations and sustainability principles is an asset.
- Strong sales and negotiation skills to close deals and cultivate client relationships.
- Excellent communication and interpersonal abilities.
- Basic understanding of the products or services being sold.
- Ability to identify leads, generate new business, and manage existing accounts.
- Good organizational and time management skills.
- Proficiency with software and computer tools - including CRM or SalesForce system