



**Trashpro** is a family owned and operated innovative trash removal company, servicing the tri-state area. We are looking for an energetic, creative and proactive individual looking for career growth opportunities and not just a sales position.

The Account Manager will solicit new business while providing excellent customer service and retention skills to maintain an existing customer base. The Account Manager will aim to develop long-term customer relationships across all lines of business that Trashpro will offer.

#### **Essential Duties And Responsibilities**

- Selling commercial/industrial waste removal and recycling services to an array of businesses; contractors, retail, office buildings, hotels, industrial, etc.
- Preparing quotes, weekly reports and calling on new and existing customers.
- Develop relationships, grow revenue, execute service agreements and assist with customer overall pricing and service needs and/or concerns.
- Develop list of prospective accounts and key contacts
- Must demonstrate excellent presentation and communication skills

#### **Qualifications**

- Professional presentation; is confident, assertive and displays a high level of self esteem
- Excellent written, verbal and listening skills
- Knowledge of Microsoft Office (word, excel, etc.)
- This position requires frequent driving must be able to pass an MVR check
- Solid Waste Industry Experience a plus (not required)

#### **Physical Demands And Work Environment**

- Infrequent light physical effort required.
- Most work is performed in a field environment. (e.g. making sales calls or onsite visits at customers).
- May require walking periodically throughout the workday.
- Frequent driving is required.

#### **Compensation And Benefits**

- Base salary plus monthly commission
- Comprehensive benefits package

***Come and be part of Our Team!!!***