



Business Development Representative

Company Overview

Corporate E-waste Solutions (CEWS) is a certified electronics buyback and recycling Company with a Social Impact Focus. CEWS maintains industry certifications and safety standards to ensure all electronics are managed properly and in an environmentally conscious manner.

We are looking to hire a passionate sales professional to take our Asset Recovery business line to the next level. If you are self-driven, talented, hungry, and competent in sales then give us a call.

Responsibilities:

- Prospect and qualify new sales leads
- Schedule meetings and presentations with prospects
- Track all sales activities in Salesforce CRM and update daily
- Identify new methods of qualifying leads
- Maintain a pipeline of prospects
- Exceed quotas
- Coordinate with team members to provide high-quality customer service to all clients
- Develop relationships with leads and secure deals to support the ITAD business line
- Develop a target industry to achieve long-term goals
- Travel is required
- Remote work and In Office visits
- Other duties as assigned

Qualifications:

- Bachelor's degree in Business, Marketing, or related field a plus
- 1+ year of sales experience
- Proven ability to meet and exceed sales quotas
- Proven track record of successfully managing customer relationships
- Excellent interpersonal skills
- Highly self-motivated
- Strong verbal and written communication skills
- Strong attention to detail
- Proficient in Microsoft Office and CRM systems

This position reports to the Director of Operations

Email jobs@cews.com

Corporate eWaste
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ISO 14001:2015
ISO 9001:2015

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