

Corporate Account Representative

Responsibilities

The Corporate Account Representative position is critical to the success of ARC Broward's Electronics Recycling business. This position is responsible for selling asset management and related electronics recycling services to corporations, educational institutions, etc. He/she will aggressively seek out prospective customers through networking, including online and face to face, and prospecting activities while maintaining and developing new opportunities from our current customer base. The Account Representative will facilitate the sales process from the prospecting stage to final closing of a service agreement and will also continue maintaining the relationship. He/she needs to be self-motivated, work independently as well as in a team environment and be results driven with a knack for selling and have strong closing skills. He/she should have the ability to be persuasive and establish a rapport with clients face to face and via the telephone.

He/she will interact with a variety of stakeholders including ER staff, students, customers and vendors and must always be courteous and professional in his/her interactions. A large amount of material processed through the warehouse is sensitive and he/she must display a high level of ethics and report activity which compromises the integrity of the business. He/she must be cooperative with supervisory and administrative staff and respond professionally to their daily assignments. He/she must display work behaviors and an attitude consistent with a safety conscious organization.

Essential Job Functions/Duties

- Develops and implements sales strategies to ensure attainment of departmental sales goals and profitability consistent with monthly/annual budget benchmarks. Strategy incorporates creative partnerships, promotions, trade shows and other means to develop ARC Broward's brand.
- Develops and secures new revenue generating business opportunities and relationships. Initiates systematic process for new customer acquisition by scheduling appointments, making customized presentations and determining & understanding customer needs. Prospects via the internet, telephone, advertising campaigns and other sources. Interact with the decision makers to close new business.
- Maintains a CRM or other mechanism for tracking, lead follow up, pipeline management and opportunity.
- Serves as the Account Manager and builds long term strategic relationships with existing and new customers/accounts. Maintains and increases revenue streams with current accounts through problem solving, creative thinking and administrative follow up.
- Obtains knowledge of asset management/electronics recycling industry and competitive market.
- Initiates and coordinates development of action plans to penetrate new markets. Recommends new products and services by evaluating current product results and identifying needs to be filled.
- Provides weekly and monthly reports to the Operations Manager detailing outreach and sales activity.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Learns all of ER's products and services and assists with business development of new and existing clientele and sales.
- Ability to work as part of a diverse team, or independently as required, in order to achieve internal and external customer satisfaction.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Attends and networks at all relevant industry and business development events.

Requirements

- Some College/Associates Degree
- One to three years professional sales experience.
- Must demonstrate tangible sales experience.
- Must pass criminal background check.
- Must pass physical and drug test.
- Must have valid Florida driver's license with less than 6 chargeable points.

Compensation

Base of \$25K plus monthly commission potential.

Benefits

- Generous Paid Time Off Policy.
- Employer subsidized health insurance.
- Dental.
- Hospital confinement.
- Short-term and long-term disability insurance and life insurance.
- Tax-Sheltered Annuity Retirement Plan with generous employer contribution after six months of employment.
- Employee Assistance Plan.
- Full Service Credit Union.
- Direct Deposit.
- Casual Dress Fridays.

About ARC Broward

ARC Broward is a nationally accredited, private, not-for-profit organization established in 1957. Our 22 different programs employ 450 healthcare, educational, and other professionals in Broward County, Florida. We serve over 1,200 children and adults with autism, Down syndrome, other intellectual disabilities as well as individuals with various other life challenges and operate three mission based social enterprises.

How to apply

- For immediate consideration submit confidential resume and salary expectations via e-mail to recruiter@arcbroward.com
- Apply in person at 10250 NW 53rd Street, Sunrise, FL.
- Learn more about ARC Broward and apply online at www.arcbroward.com
- We are a Drug Free Work Place and an Equal Opportunity Employer.