



## ENEVO REGIONAL SALES MANAGER, NORTH AMERICA – EAST

Enevo is a comprehensive logistics solution provider that saves time, money and the environment. Our goal is to become the leading global provider of smart logistics optimization solutions for the waste management and recycling industry – helping both commercial waste management companies and public organizations to operate more efficiently.

We are looking for an individual that has general sales and business development acumen, and is excited to join an international team that is using a disruptive technology to revolutionize an industry.

### **Primary Responsibilities:**

1. **Sales** - directly responsible for the revenue generation of Enevo products and services. Responsible for achieving or exceeding the company's sales goals and targets established by the Company VP of Sales.
2. **Channel Management** - analyze, develop and maintain an appropriate network of representatives, distributors, agents, resellers, etc. Develop and execute a sales channel plan for USA and Canada including employee reps, non-employee reps, value added resellers, dealers, OEM's and service providers
3. **Business Development** - build market position by locating, developing, defining, negotiating, and closing business relationships. Create and grow an economic enterprise with concept and brand development, assessment of marketing opportunities and target markets, intelligence gathering on customers and competitors, generating leads for possible sales, follow up sales activity, formal proposal writing and business model design.
4. **Marketing/Promotion** - identify opportunities to represent Enevo by speaking at relevant industry-related events. Responsible for promoting a positive image for Enevo and its products and services, and for developing and maintaining positive and constructive relationships with suppliers, partners and internal and external customers. Promote Enevo's products' and services' identities and capabilities in the market place. Including advertising, social media and attending appropriate trade shows and conferences.

### **Job Requirements:**

- Plan and carry out sales and marketing activities to agreed budgets, sales volumes, values, product mix and timescales.
- Formulate and implement strategies and business plans together with the business development and the management.
- Maintain market research, competitor and customer dbases and statistics.

- Develop and execute a sales channel plan for USA and Canada including employee reps, non-employee reps, value added resellers, dealers, OEM's and service providers
- Possess the business mindset and knowledge to be the company's ambassador to key markets.
- Maintain close collaboration with Enevo HQ's sales & marketing departments to ensure global efforts are correctly focused and coordinated.
- Appropriate administration, budgeting, monitoring, reporting and communication.
- Maintain up-to-date customer database using Enevo's CRM system and to provide detailed written status reports when needed basis.
- Travel as required for prospect or customer visits and sales meetings.
- 5+ years of sales, business development or channel management experience. Waste or SaaS industry specific experience preferred.

**Structure:** The position reports to the VP of Sales and works as a team with the East Coast Account Manager, based in Boston.

**Compensation:** We offer very competitive compensation and benefits packages, including equity.

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