



## **ELECTRONICS RECYCLING**

*The Eco-Friendly Solution for Businesses*

### **Business Development Manager**

IMS Electronics Recycling Inc. San Diego CA, Vancouver WA, Atlanta GA, Columbus OH  
Applicants MUST live or reside close by the applying desired location

**\*This is an office based position**

**Our Company:** IMS Electronics [www.imselectronics.com](http://www.imselectronics.com) is a nationwide provider of recycling and asset management services for a broad range of materials. We service OEM, CEM, Small/Large business and Governmental agencies. IMS Electronics is a part of CP Global [www.cpglobalcompanies.com](http://www.cpglobalcompanies.com) and we provide solutions for the recycling industry internationally.

**Job Purpose:** Individual will pursue and onboard value adding accounts across many business sectors with emphasis on the fortune 1000 accounts and large business organizations. Providing new and existing customers with all aspects of account development and management. To acquire IT equipment, Surplus equipment and Electronics for the purpose of reuse and recycling. To provide services to help companies manage and reduce risk in data and environmental liability.

### **Essential Duties and Responsibilities**

- Responsibilities are based on extensive knowledge and/or experience in an IT asset recovery (ITAD)
- Will have existing B2B accounts that can generate revenues for IMS in the first 3 months of coming onboard
- Manage inbound inventory purchases from beginning to end with the outbound sales teams for commodities and assets, to ensure 100% of the material is resold, or sold for parts within 60 days or less
- Travel periodically to review, evaluate and assess overall condition and functionality of I.T. Assets and occasionally in person meeting
- This position requires a large volume of direct customer interactions over the phone and by e-mail with occasional text messaging in order to solicit sales to meet and exceed weekly goals.
- Working together with the sales team develop objectives and strategies on an annual basis
- Develop, implement and achieve a successful sales growth strategy
- Learn existing practices and systems for onboarding customers, with emphasis on the fortune 1000 companies
- Prospect to obtain new customers for IT Asset management services with organizations who have a high white collar seat count
- Provide the highest level of customer service to all customers
- Be the voice of the client and communicate all customer requirements to the organization and its operations

CALIFORNIA  
12455 Kerran Street #300  
Poway, CA 92064  
Office: 858-679-1555

GEORGIA  
5235 Snapfinger Woods Drive  
Decatur, GA 30035  
Office: 770-776-4210

OHIO  
1635 Watkins Road  
Columbus, OH 43207  
Office: 614-662-7400

WASHINGTON  
2401 St. Francis Lane  
Vancouver, WA 98660  
Office: 360-750-8883

[WWW.IMSELECTRONICS.COM](http://WWW.IMSELECTRONICS.COM)



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Respond and qualify generated leads from Business services for managing IT assets, manufacturing surplus materials, Commodity Purchases, Consumer Programs, and Retail Returns

- Learns all required forms, agreements, SOP's and documents related to inbound sales and sourcing. Emphasizes and effectively relates IMS business solutions and services to prospective customers, whether through developed marketing materials, electronic presentations, or persuasive, seasoned sales acumen in oral discussions and in meetings with groups
- Generates and prepares service contracts, and SOWs, for customer services desired.
- Defines and executes a status tracking mechanism to ensure timely renewal or modifications to existing agreements that are handled efficiently and reported to the organization
- Maintains and inputs data in CRM data base and other reporting functions as directed
- Attend trade shows as directed
- Other duties as directed

### **Requirements**

Must be able to travel to current and potential clients. This requires the possession of a valid state driver's license and a clean driving record. Must have their own credit card for expenses. Experience with company expense report software program preferred

### **Minimum Qualifications**

1. Minimum of 5 years sales experience (ITAD Industry preferred)
2. Knowledge HIPPA and DOD as it relates to DATA Protection protocols
3. Knowledge of R2 Certified requirements and related environmental management certifications is required
4. Demonstrated success in closing sales opportunities
5. Degree in Business or Marketing preferred
6. Broad knowledge of computer components and IT equipment
7. Excellent communication skills (both written and verbal), with polished presentation skills
8. Strong computer skills (MS Office suite – Word, Excel, Power Point, + CRM software )
9. Proof of Commission statement and monthly sales activity
10. Must have existing relationships with Fortune 1000 contacts and large businesses or manufacturers

Please send resumes to: [frankiew@imselectronics.com](mailto:frankiew@imselectronics.com)

Attention: Human Resource

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