



Regional Computer
Recycling & Recovery

Environmental Compliance & Data Security Services

888-563-1340 • www.eWASTE.com

Regional Computer Recycling & Recovery (RCR&R), a leader in the electronics recycling industry, is seeking a **Manager of Product Remarketing and Sales**.

ABOUT THE OPPORTUNITY: Are you a top performer who is ready to take on a new challenge and desire to work for environmentally responsible company? If so, we want you to join our team!

WHO WE ARE: RCR&R is in its 20th year of operations and has been a Rochester Top 100 Company for the past 5 years. We focus on recovery of value from idle, obsolete and excess electronic equipment and operate a large-scale processing, testing and resale facility in Rochester, NY as well as regional consolidation facilities in eastern NY.

RCR&R offers a comprehensive benefits package including Paid Time-Off (PTO), Health, Dental & Vision Insurance, Group Life Insurance and Short and Long Term Disability and a 401(K) Retirement Plan.

WHAT YOU NEED: Our ideal candidate has strong leadership and management skills and enjoys developing and motivating a sales team through coaching and effective feedback. You must also be results oriented, possess a competitive spirit and have extensive knowledge of the sales process. These are your requirements:

- Possesses strong product/technology/industry knowledge and experience selling and marketing computers and computer related hardware
- A proven track record of consistently meeting and/or over performing quota as well as a proven ability to develop new sales channels
- Substantial experience with eCommerce selling
- High level of proficiency in Microsoft Office Suite; eBay tools; Broker Bin, and CRM systems.
- Strong analytical capability to understand and assess investments and deal profitability
- Bachelor's degree BA/BS or equivalent and relevant experience
- Minimum of 3 years prior eCommerce and/or Channel Reseller sales experience
- Minimum of 2 years prior sales management experience

RESPONSIBILITIES: This position requires you to:

- Develop short and long range department goals that align with the strategic growth plans of RCR&R.
- Implement sales strategies and tactics while promoting products to new and existing customers
- Establish sales and work targets for department contributors that ensure the achievement of company goals.
- Identify and communicate new business and/or product enhancement opportunities
- Oversees and evaluates market research and adjusts marketing strategy to meet changing market and competitive conditions.
- Monitors competitor products, sales, and marketing activities.

- Hire, train, motivate and coach to ensure the sales team performs to the highest professional standard
- Organize and communicate reports to VP of Sales and Marketing and other senior management as required.
- Assure compliance with all internal RCR&R requirements and policies
- Interface and collaborate cross-functionally to maintain communication among internal business units.
- Create and maintain guidelines, work instructions, processes and procedures for all aspects of online and channel sales

Please submit resume to employment@ewaste.com

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