



## ***Sales Account Manager***

IT Asset Disposition/Electronics Recycling: All-Green Electronics Recycling (AGR) in Charlotte, NC and Central New Jersey

Please visit our Company: [www.all-green.com](http://www.all-green.com). We are a nationwide provider of recycling and asset management services for a broad range of electronic material.

We service OEM, CEM, Small/Large businesses and Governmental agencies and provide solutions for the recycling industry nationally.

We are excited to be searching for an experienced, energetic, self-motivated person with a proven record of success.

If you have 5-7 years of high-level strategic outside sales and account sales experience (Four-year degree preferred but not mandatory) with Fortune 500 companies in IT Asset Disposition/Electronics Recycling sales and a demonstrated understanding of the sales process this is the opportunity you have been waiting for.

### **Responsibilities**

The Sales Account Manager:

Will develop and execute sales plan to grow new business and increase customer sales revenues.

Work hand in hand with Business Development V. P. to grow current and new customers. This includes establishing strong relationships with customers and understanding their needs. Generate interest for products or services in person and over the telephone.

Manage and maintain customer records and activity with current and new potential customers in operation database, customer relationship database (Sales Pipeline), and manage unique account management reporting requirements established by CEO.

Essential Job Functions:

- Maintain computerized customer and prospect database by obtaining and entering customer contact, opportunity profile and other key information into Server. •
- Account management objectives-develop and deploy relationship management tactics with key customer contacts; obtain names of other influencers, decision makers, and approvers within account. Responsible for determining next action and executing.
- Travel as required to meet new business objectives and as directed by CEO

### **Knowledge, Skills, Abilities**

Knowledge of principles and methods for showing, promoting, and selling services, including marketing strategy and tactics, product demonstration, sales techniques.

Organizational Relationships the Sales Account Manager works closely with V.P of Business Development & Operations, Managers, and Accounting.

A relaxed work environment, ALL Green Electronics Recycling Inc., offers competitive wages, paid holidays and vacation time. Applicants must pass background check and drug test. Salary based on level of experience, Plus Commission and Equity Participation for the right individual.

Please apply by sending your resume to:

[Sgomez@all-green.com](mailto:Sgomez@all-green.com) or [cjegou@all-green.com](mailto:cjegou@all-green.com)