

Sales Corporate Account Representative

Responsibilities

ARC Broward, a well-established, nationally accredited, non-profit organization based in Sunrise, Florida is currently recruiting for a Corporate Account Representative to join our growing team. The Sales Corporate Account Representative position is critical to the success of ARC Broward's Electronics Recycling business. You will be responsible for selling asset management and related electronics recycling services to corporations, educational institutions, etc.

Core Responsibilities

- 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.
- Facilitate the sales process from the prospecting stage to final closing of a service agreement and will also continue maintaining the relationship.
- 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.
- Have the ability to be persuasive and establish a rapport with clients face to face and via the telephone.
- Interact with a variety of stakeholders including ER staff, students, customers and vendors and must always be courteous and professional in his/her interactions.
- Must display a high level of ethics and report activity which compromises the integrity of the business.
- Must be cooperative with supervisory and administrative staff and respond professionally to their daily assignments.
- Must display work behaviors and an attitude consistent with a safety conscious organization.

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.

How to apply

- For immediate consideration submit resume 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.