

Title: Sales Director**Location: Dallas, TX**

Job Description: Maintains existing client relationships with larger accounts as well as seeks new business from large volume electronic waste companies throughout North America. Oversees Echo Environmental sales team.

Primary Responsibilities:

- Primary point of contact for largest tier accounts
- Manages and oversees the Echo Environmental purchasing team (4-5 employees)
- Compiles lists of prospective clients for use as sales leads for the team based on information from inquiries, trade shows, aged leads, internet websites, and business directories
- Buys electronic waste material on a weekly basis and enters all activities in computer database to track material through the entire refining process
- Reports and presents refining results to customers

Desired Skills and Expertise:**Education and Experience**

- High school degree or equivalent required
- Bachelor's Degree from 4 year college or university preferred
- Minimum of 4 years electronic waste industry related sales experience required
- Technologically competent- proficient use of Microsoft Word and Excel; experience with CRM programs and Constant Contact a plus
- Communication skills- strong phone presence, ability to conduct face to face meetings with customers, keeps customers adequately informed and is quick to respond to client requests
- Assertive, organized, proactive, and goal oriented

About Echo Environmental:

As the industry of electronics recycling continues to evolve it is becoming increasingly difficult to differentiate a true recycler from a typical collector. Echo is striving to raise the standard and redefine what it means to be a true end of life recycler. Our goal is to take each material type down to its most basic form and perform as much of the refining process as we are capable of right here in the United States.

As a large-scale processor of circuit boards and electronic waste, Echo Environmental is capable of buying on a per pound or refining basis depending on quality and volume.

Echo has one of the largest network of collection facilities in the nation with over 60 locations accepting small volume electronic waste. Our national presence allows us the resources to offer quality service at competitive prices.

Echo Environmental process the electronics we receive in our R2 certified million square foot facility, located in Waverly Ohio. Our facility is designed to process precious metal bearing products from all types of industries.

Echo complies with all applicable Federal, EPA, state and local regulations. With an executive team comprised of industry experts with over 100 years of combined industry knowledge.

<http://www.echoenvironmental.com/>

Send Resumes to:
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