

## Account Executive

Are you persistent and passionate? Do you enjoy closing a deal? If so, this role might be for you!

**Location: Nashville, TN**

**Purpose & Summary:** The Account Executive is responsible for creating relationships and closing sales with organizations by building and maintaining corporate sales accounts that will meet and exceed all sales targets and profit margins. Corporate relationships will be made through cold calling. Day-to-day responsibilities will include:

- Cold calling customers
- Researching companies
- Networking with organizations
- Hosting tours of our facility to build customer interest
- Attending trade shows
- Developing and present presentations to potential customers
- Creating quotes and developing contracts
- Creating an organized database of customers
- Account Management
- Traveling to customer sites
- Closing sales agreements

### **Requirements:**

High School Diploma or equivalent required. Associate's or Bachelor's Degree in a Business field preferred. Prior sales experience in Corporate Sales preferred. Must hold and maintain a valid Driver's License.

Knowledge:

- Sales processes and techniques
- Contact management
- Time management

Skills:

- Strong negotiation skills
- Strong listening skills
- Customer qualification
- Planning
- Excellent verbal and written communication
- Relationship building skills
- Strong presentation skills
- Intermediate computer skills
- Passion for selling

Abilities:

- Attention to detail
- High ethics and integrity
- Ability to identify opportunities
- Ability to combat objections and close deals
- Ability to be an authoritative speaker
- Ability to be self-motivated
- Ability to be persistent and resilient
- Ability to generate quotes
- Ability to analyze and interpret data
- Results oriented
- Ability to travel 20-35%

**Additional Preferred Qualifications:**

Knowledge of Salesforce CRM, recycling industry techniques and processes, and corporate business structures and processes. Database management skills and corporate savvy.

Candidates with demonstrated excellence in customer service and/or account management will be strongly considered in a sales trainee capacity.

Dynamic Recycling is an Equal Opportunity/Affirmative Action employer.

All interested candidates must apply online at [www.dynamicrecycling.com/careers](http://www.dynamicrecycling.com/careers) to be considered for this opportunity.