

## Spirit Used Oil & Industrial Services - Account Representative

Spirit, a dynamic and growing environmental services organization is looking for inside/outside sales professionals in the greater \_\_\_\_\_, VA region. Company provides used oil collection services, vacuum truck services, parts washer services, industrial wastewater treatment and other industrial and environmental services to a wide base of commercial and industrial customers. We're searching for energetic and professional sales representatives to manage existing relationships and to open new business for our VA service branch. We desire bright and articulate candidates that are interested in a sales and service career in the green industries of oil recycling services and industrial liquid and solids waste management services to apply. Pay will be based on experience and skills levels and a combination of salary and commission.

### Primary Tasks and Responsibilities:

- Meet or exceed established revenue goals for the region, and assist business units with safety, operating, profit, and other strategic objectives.
- Determine adequacy of present levels of service and recommend service adjustments or corrective action during customer service calls.
- Perform weekly reviews of accounts receivable reports and make collection calls when necessary.
- Attend and actively participate in business development meetings.
- Develop strategies to maximize pricing and profitability for all business lines.
- Record, in detail, all customer visits, opportunities, and communications to be reported weekly in sales meetings.
- Develop work order information for jobs and clearly communicate job needs to the service manager and dispatcher.
- Ensure current contracts, waste profiles and purchase orders are in place prior to job execution.
- Kick-off jobs with field personnel and ensure proper job execution.
- Participate in joint sales calls with the other affiliated Spirit product and service representatives to help cross sell products and services across business lines.
- Scope jobs and develop quotations in conjunction with Inside technical services coordinator, waste treatment coordinator, and used oil operations manager.
- Department; Must follow through on all quotations until won or lost.
- Generate new business by aggressively prospecting within assigned territory/region.
- Participate in pricing and execution plans for used oil services, wastewater disposal, vac truck services, and other related recycling and environmental services to ensure that revenue and profitability will be maximized.
- Resolve job related issues such as billing, collections, customer issues and post-job follow-up.
- Meet with customers to proactively resolve customer issues or complaints, and maintain satisfactory customer relationships.
- Performs other duties and tasks as assigned from time to time by management that may be required to help reach team's strategic business objectives.

### Requirements:

- High School diploma or equivalent required. Bachelors degree in Environmental Science or Business preferred.
- 2+ years in outside industrial sales preferably in an environmentally related field,.
- Supervisory or project management and MS Office experience a plus.
- Excellent interpersonal, presentation and communications skills.
- Working knowledge of environmental statutes and regulations and basic sales and marketing strategy. Must possess; strong negotiating skills, customer service focus and a personal belief system that is consistent and compatible with company's core values and mission statement.

Spirit proudly offers all eligible employees a comprehensive benefits package including: Market competitive compensation, opportunities for growth, Health, Vision, Dental and Life Insurance, 401K, qualified tuition reimbursement, generous paid time off, as well as company paid certifications, licenses and training. To learn more about our company visit us at [www.spiritservices.com](http://www.spiritservices.com).