

Waste Management Sales Consultant

Location: 650 Front St. Toronto, ON M5V1C1

Wage: \$75,000 plus bonus/commission

Full-time, Permanent

Greenbelt Environmental Services is a waste and recycling management operation specializing in comprehensive solutions that are fast, cost-effective, and easy to implement. At Greenbelt Environmental Services, we make waste management as seamless and convenient as possible for our customers. We offer a variety of waste and recycling removal services which starts from a detailed audit and consultation to develop the best solution for the needs of our clients. We take great pride in delivering professional and personable customer service. We have evolved from identifying the best possible customer service practices, and as a result, have truly set the bar when it comes to client dedication.

Responsibilities:

Our expanding company is seeking to hire a Waste Management Sales Consultant to join our team. You will be responsible for connecting with existing and potential clients and developing solutions best suited for their business needs.

- Conduct waste management reviews of customer facilities and locations.
- Help new customers to develop and select the best diversion programs for their needs.
- Work with existing customers to manage their accounts and develop strategies to help them optimize their current waste diversion strategies.
- Actively seeking out new sales opportunities
- Research ways to penetrate new markets and reach new customers.
- Regularly conduct market research to identify selling possibilities and evaluate customer needs.
- Prepare quotes, respond to strategic bids and proposal submissions.
- Uncover inefficiencies and environmental risk and offer possible solutions where applicable.
- Oversee and manage all key internal systems including CRM.
- Research and advise on best practices in sustainable waste management services.
- Support with marketing and sales materials including website and print materials.
- Provide key account management to medium and large-scale waste generators.
- Support customers to actualize their waste diversion goals.

Requirements:

- Bachelor's degree in environmental sciences, Sustainability, Business Administration, or a related field with extensive knowledge of environmental policies, business strategies, and sustainability frameworks is required.

- Possession of LEED Certification Certified Waste Auditor accreditation with an in-depth understanding of Ontario's waste management regulations and policies, exhibiting expertise in waste auditing methodologies and compliance standards.
- Minimum of 1 year of multifaceted experience in business development, key account management, sustainability, and client relations, preferably in the manufacturing and construction sectors, demonstrating strong industry acumen.
- A proven track record of at least one year in the local waste management industry, demonstrating practical knowledge and experience in the Canadian waste landscape.
- Entrepreneurial mindset with a track record of spearheading and executing innovative sustainable initiatives, demonstrating the ability to drive strategic sustainable growth and cultivate long-term client relationships.
- Experience working with C-suite executives of large corporations.
- Previous experience working with sales management services such as CRMs etc.,
- Excellent communication, negotiation, and leadership skills, demonstrating the ability to effectively convey technical information, negotiate complex agreements, and lead multifunctional teams toward shared sustainability goals.