



Green Electronic Solutions, a brighter sustainable future.

At Green Electronic Solutions we are dedicated to providing secure and cost effective solutions for recycling and decommissioning electronic scrap.

Position Type: New

Location: South Holland, IL

Department: Sales – New Business Development Executive

Compensation: \$40,000 - \$60,000/annually base salary + unlimited commission (no cap)

Why Work With Us?

- Flexible work environment
- Share your vision and make an impact with a small growing company
- Competitive salary
- Premium benefits (health, dental, vision, 401k, PTO, commission, and more)

**Purpose & Summary:** As a New Business Development Executive you will support the overall business growth at Green Electronic Solutions Inc. Your role as an individual contributor is to secure new business within the electronic recycling and ITAD industry. You're responsible for developing new business by producing leads through all forms of communication. Your goal is to secure long-term relationships and agreements by presenting Green Electronic Solutions Inc. secure, competitive, and sustainable services. A successful candidate is highly skilled in new business development. You will need to create a pipeline of new business opportunities, have exceptional communication skills, and follow up and follow through on all leads to close on-going monthly business and long-term agreements.

An ideal candidate for this role will be driven, independent, and learn quickly. The candidate must be able to work well with a team and be a self-starter.

Day to day responsibility may include:

- New business development including cold calling and prospecting.
- Pipeline management and growth.
- Develop presentations with value propositions to give to potential customers through PowerPoints, Webinars, and/or in person meetings.
- Travel to prospects, customers, and trade shows as needed.
- Effectively manage margin and pricing offered to customers to ensure win/win business agreements.
- Communicate updated pricing to customers on-going as market changes.
- Measure, track, and report against your annual, quarterly, and monthly sales performance goals.

**Requirements:** A post high school education in business-related field of study. We will consider relevant experience in lieu of degree. Other qualifications include:

- Must have proven track record of high-performance sales.
- 1+ year inside/outside sales experience.
- Strong organization and time management skills.



- Experienced at implementing strategic sales plans, quotas, and budgets.
- Professional business acumen.
- Strong experience in Microsoft Suite, PowerPoint, Excel.
- Competitive mindset.
- Ability to analyze pricing and understand margins.
- Results oriented.
- Excellent contract negotiation skills.
- Ability to learn and manage multiple service lines.
- Excellent problem solving, analytical, organizational, planning, and team skills.
- Excellent written, verbal, and computer skills.
- Must have the desire to develop and work in a high performance/empowered and diverse work environment.

Outstanding candidates may possess these additional bonus qualifications:

- Bachelor's degree in sales, business management, marketing, or related field of study.
- 5+ years of sales and business development experience.
- Recycling industry experience.

Green Electronic Solutions is an equal opportunity, affirmative action employer. All qualified applicants will receive consideration for employment without regard to sex, pregnancy, race, religion or religious creed, color, gender, gender identity, gender expression, national origin, ancestry, physical or mental disability, medical condition, genetic information, marital status, registered domestic partner status, age, sexual orientation, military or veteran status, protected veteran status, or any other basis protected by federal, state, local law, ordinance, or regulation, and will not be discriminated against on these bases.