

MEI Sales Executive Position Description

Employment Advertisement

McCutcheon Enterprises, Inc. (MEI) is a leading waste management company, located in Apollo, PA. Since 1947, MEI has provided transportation, treatment, disposal and on site environmental services for a wide variety of clients. MEI is committed to meeting the demanding and diverse needs of its customers and does so by employing talented and motivated people. The commitment is best summarized by its simple, but powerful guiding philosophy; “When you need us, we’ll be there.”

To that end, MEI is seeking an energetic, talented individual for the key position of Sales Executive. The key responsibilities and duties include:

Responsibilities and Duties

Sells industrial and transportation services, and non hazardous and hazardous waste disposal services to new and existing customers. This includes:

- **Prospects for new customers**
 - **finds needs and develops solutions for new customers,**
 - **identifies new work opportunities for existing customers**
- **Develops and completes sales proposals**
 - **develops scope of work proposals,**
 - **meets all requests for a proposal,**
 - **prepares, analyzes and validates sales proposal estimates**
 - **verifies sales proposals against MEI service and product offerings**
 - **authors the sales proposal**
- **Makes sales presentations to customers, attends pre-bid meetings, determines and delivers price quotes to new customers**
- **Closes sales and wins successful, profitable sales bids by selling services and value added**
- **Manages the overall sales process for each selling opportunity**
- **Utilizes sales support assistance as necessary in the sales process**
- **Establishes relationships with new customers and maintains relations with existing customers**
- **Utilizes customer relationship management (CRM) software to track sales progress and manage the sales process**
- **Attends weekly sales meetings and provides weekly reports on sales activities**

Qualifications

- **B.S. Degree in a related discipline such as Engineering, Environmental Science, Chemistry and Geology**
- **5 or more years of sales experience selling industrial and transportation services in the hazardous or residual waste industries**

- Experience selling industrial services into comparable markets is required (chemical, oil/gas, energy, industrial, steel companies, power generation)
- Experience selling directly to end users is required
- Knowledge of residual waste, RCRA (Resource, Conservation and Recovery Act) and DOT regulations

Capabilities and Attributes

- Prior success performing ALL aspects of the sales process – prospecting, proposal development and estimation, presentations and sales closure
- Able to perform project estimations
- Able to develop and execute sales prospect plans
- Able to sell services and value added, relative to price
- Able to appropriately utilize sales support resources in the sales process
- Strong initiative, self sufficient and self directed – able to perform all aspects of the sales process without assistance
- High energy level, sense of urgency and results orientation
- Strong planning, organizing, resources and tasks management skills
- Excellent probing, questioning and listening skills

Performance Requirements

- Generate \$2 - \$3 Million dollars in sales to new and existing customers
- Generate 50% -75% of sales from new customers (industrial, oil/gas, power generation companies)
- Develop and implement new customer prospect plan (identity, plans to contact and introductions)
- Develop and implement plans for increasing sales with existing customers
- 10 customer visits and/or presentations per week
- 50 customer phone calls per week

Compensation

- Base salary would be in the \$50,000 - \$60,000 range with sales incentive potential at 50% to 90% of base salary

McCutcheon Enterprises, Inc. offers a very competitive compensation and benefits package and a high affiliation, caring, friendly work environment. Candidates are to submit a resume to joer@completewastemgmt.com