



## **Sales Associate – Orange County, CA**

Patriot Environmental Services, Inc. (Patriot) is a leading emergency response, waste management, and industrial services company, headquartered in Long Beach, CA with additional offices throughout California and Nevada, including a non-hazardous TSDF (Patriot WasteWater) in Orange, CA.

Patriot is seeking a talented individual for the position of **Sales Associate** in Orange County, CA and surrounding areas. The ideal candidate has an existing network of potential customers in the area with a focus on waste management. The ideal candidate will sell Patriot's transportation and disposal services with a focus on driving non-hazardous wastewater to Patriot's TSDF. The key responsibilities and duties include:

### **Responsibilities and Duties**

The selling of the following to new and existing customers:

- Transportation services for non-hazardous and hazardous waste disposal
- Disposal of non-hazardous wastewater and sludge at Patriot's TSDF
- Industrial services
- Remediation and demolition services
- Emergency response services

You will be asked to:

- Prospect for new customers
- Establish relationships with potential customers
- Develop and implement new customer prospect plan
- Maintain relationships and identify new opportunities with existing customers; develop and implement plans for increasing sales
- Develop and complete sales proposals
- Make sales presentations to customers, attend pre-bid meetings
- Manage and lead the overall sales process for each selling opportunity with support from Patriot's technical leads
- Utilize customer relationship management (CRM) software to track sales progress and manage the sales process
- Attend periodic sales meetings and provide reports on sales activities and accomplishments.
- Join Industry organizations and attend industry functions

### **Qualifications**

- B.S. Degree (preferred, not required) in a related discipline such as Engineering, Environmental Science, Chemistry, Biology, Geology or Finance & Marketing
- 5 or more years of sales experience selling industrial and transportation services in the industrial waste market
- Experience working with waste brokers and transporters
- Knowledge of waste regulations (RCRA, Title 22)
- Existing network of potential customers in the Orange County/Los Angeles Area

### **Capabilities and Attributes**

- Competent in Microsoft Word, Excel, and PowerPoint
  - Competent in Zoho CRM software (or similar) Strong planning and organizational skills; written and oral communication skills; resources and task management skills.
  - Ability to perform project estimations, to develop and execute sales prospect plans
  - Ability to sell services and value added, relative to price.
  - Working knowledge of RCRA and Title 22 regulatory requirements a plus.
  - Excellent probing, questioning and listening skills.
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- High energy level, sense of urgency and results orientation.
- Self-directed with strong initiative, and self-sufficiency.
- Prior success performing ALL aspects of the sales process – prospecting, proposal development and estimation, presentations and sales closure

### **Performance Requirements**

- Generate \$2 - \$3 Million dollars per calendar year in sales to new and existing customers
- Generate 50% -75% of sales from new customers (industrial, oil/gas, power generation companies, etc.)
- Develop and implement new customer prospect plan (identify the prospects, develop the plan and execute the plan)
- Develop and implement plans for increasing sales with existing customers
- Customer visits and/or presentations each week
- Customer phone calls each week

### **Compensation**

- Depends on experience and qualifications. Includes an annual salary, full benefits, plus incentive compensation based on performance.
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