



Job Description

Position: B2B Outside Sales Professional, PROSHRED Security (Albany, NY)

Our Sales Executives are the client solution specialists of our organization which sets the stage for our client relationships. Visit www.proshred.com/shredding-process for more information about what we do!

PROSHRED® Albany is currently seeking a persistent and motivated Sales Professional to develop new business and sales opportunities as part of tight-knit and growing branch located in Albany.

Responsibilities

- Your primary responsibility is to develop new recurring business for PROSHRED's ongoing "scheduled" shredding service; as well as securing one-time "purge" sales which can later be converted to "scheduled" clientele
- Telephone appointment setting, in-field cold calling and canvassing, sourcing leads through internal CRM systems, directories, tenders, trade associations, networking events, referrals, etc.
- Full sales-cycle accountability from prospecting to qualifying to presenting to closing – for small/medium size business to large multi-location RFP responses/bids.
- Maintenance of business agreements and relationships with assigned current customers
- Conduct formal good-will visits and audit selected accounts on a regular basis.
- Attain sales activity targets and sales results goals on a weekly basis, and report on sales performance on a daily basis
- Maintenance of internal CRM systems as the key reporting tool for weekly goal review
- Maintain up-to-date knowledge on legislation requirements, industry trends and ongoing competitor pricing and service
- Ride monthly with Customer Service Professionals (CSP's) to client job sites, and assist with training new CSP's when required
- Understanding of ISO and NAID policies and procedures

Minimum Qualifications

- 1-2 years sales and customer service experience
- Winning, positive attitude able to work independently
- Confident and articulate speaker with the ability to think on your feet
- High technical aptitude for using sales CRM software and MS Office
- Exceptional rapport and relationship building abilities
- Ability to adapt quickly and work in a fast-changing environment

Job Requirements

- Reliable Vehicle
- Valid Driver's License
- Background Check
- Pre-Employment/Random Drug Screen
- Ability to lift up to 30 lbs.

Why PROSHRED?

PROSHRED® is a national player in the Information Destruction industry.

- Career advancement opportunities.
- Competitive Base Salary
- Bonus based on performance.
- Medical/Dental/Vision Insurance
- 2 Weeks Paid Vacation
- Sick/Personal Days
- Car Allowance

Please send resume and cover letter summarizing your qualifications to:
Brian.Samson@Proshred.com or call **PROSHRED®** Albany

PROSHRED® Albany

Address: 164 Montgomery Street. Albany, NY 12207

Phone: 315-251-2936

Email: Brian.Samson@Proshred.com

