

# POSITION INFORMATION

**ORGANIZATION NAME**

UPCYCLE USA

**JOB TITLE**

Client Acquisition, Business Development and Outbound Sales

**NO. OF OPENINGS**

3

**COMPENSATION TYPE**

5. Base plus commission

**WAGE/SALARY**

30,000 +

**QUALIFICATIONS**

Positive Attitude Self Starter Passion about the Environment and Sustainable Recycling Practices.

**ADDRESS LINE 1**

277 Fairfield Road

**CITY**

Fairfield

**ZIP CODE**

07004

**ORGANIZATION DESCRIPTION**

UPCYCLE is a full service Asset Management and Electronic Waste Recycling organization. We assist business of all sizes, schools & hospitals properly dispose of their End of Life (EOL) IT Equipment. UPCYCLE has several collection sites around the United States, with our Corporate Head Quarters and Sales offices located in Fairfield New Jersey.

**JOB CATEGORY****ESTIMATED HOURS PER WEEK****EMPLOYMENT START DATE****EMPLOYMENT END DATE****JOB DESCRIPTION**

Join the UPCYCLE USA Business Development team and have the opportunity to immediately contribute to our expansion from a regional recycler, to a Nationwide Industry Leader in the Electronic Waste Recycling and IT Asset Management Industry. Since our inception, we have grown rapidly year over the years, and have created a battle tested training program which assures our incoming employees are set up for success. As an added benefit, the UPCYCLE training program has been proven to develop a skill set that is universal to all sales positions and translates into other industries seamlessly. This position requires strong communication skills and is ideal for self-motivated and enthusiastic candidates looking to learn, grow, and prosper in a competitive sales environment. UPCYCLES Business Development Representatives are awarded the opportunity to build a client portfolio which produces residual income and generates exponential growth year over year. We have a paid for lead service, and all representatives are supplied with qualified prospects, warm leads, and accounts to service and earn off of from the beginning of their employment. Job responsibilities consist of prospecting for new clients, formulating clear, concise and effective presentations, & cultivating a portfolio. UPCYCLE is a rapidly growing organization that offers entry level sales and development positions, endless room for growth within the UPCYCLE team, and an opportunity to learn a valuable skill set that will be relevant for the remainder of your career. We give new employees all the tools needed for success, the only requirement is a great attitude and a desire to be successful. Hours: 8:30am-4:00pm Pay: average earnings for first year \$55,000 (exponential growth in years 2+)