

## Outside Sales Representative – Northern Virginia

The responsibility of the Outside Sales Representative in the northern Virginia area is to identify sites and negotiate the placement of Planet Aid donation bins with business owners, corporate offices, mall administrators, local counties, school administrators, church administrators or others who are interested in offering textile recycling to their patrons. The primary objective of the Outside Sales Representatives is to solidify our position in the marketplace by increasing the number of new sites, securing existing sites and maximizing donations through the development of market strategies. This will be done through relationship building techniques, communication with site hosts, an aggressive sales plan and good business practices. The Outside Sales Representative will be responsible for daily, weekly and monthly reporting as well as all associated internal paperwork, computer data, contact management and other tracking methodologies. The Outside Sales Representative will also be required to ensure Planet Aid sites are in compliance with local ordinance and permit requirements.

### Requirements:

- Minimum 2 years B2B sales, marketing or fundraising experience
- Motivated, energetic, and positive outlook
- Innovative problem solver
- Exceptional communication skills
- Experience presenting information to small and mediums sized audiences
- Familiarity using computer applications and databases

### Benefits

- Company vehicle
- Vacation
- Sick time
- Holiday Pay
- Medical /Dental / Vision insurance
- Flexible Spending Account
- 401 (k) Plan
- Life Insurance
- Weekly Pay