



Waste Solutions Sales Professional:

Are you interested in joining the ever-growing environmental solutions industry? Does closing a sale from beginning to end within a short time frame sound appealing to you? Is having an unlimited salary potential of interest? We are offering an EXCELLENT opportunity in our Minnesota/Upper-Midwest sales market to consult companies in how to become more proficient in handling their waste and recycling services.

In this role, you will:

- Become an expert at identifying waste and recycling service challenges that our prospective customers face
- Become proficient in sustainability initiatives and implementation procedures

We are looking for someone who is prepared to work both hard and smart. We will provide the training and ongoing support, but we need people who are self-starters and motivated to succeed. Selected candidates would be expected to solicit and close new business within the state of Minnesota and surrounding communities.

Qualified Candidates will have:

- A strong work ethic
- A sharp focus on goals and long term vision
- Have a strong sales aptitude with the ability to develop and close new business leads
- Be articulate, able to communicate professionally and effectively
- Be proficient in Microsoft Office Suite with the ability to write professional proposals
- Emotional intelligence
- Energy, passion, humor, compassion, and enthusiasm
- Experience within a sales team that produces and exceeds their goals consistently
- Experience in a cold calling sales environment

About the position:

- If you are an experienced sales person with a proven track record, this position is for you. We will train you on the details of our industry and let your sales experience close the account
- Full Commission – earn 50 percent of all net revenue you bring to the company every month for as long as the account is active
- No commission cap – you could earn more than the owner of the company; we challenge and will support you to do so
- Full medical, dental, disability insurance and 401k retirement plan offered
- CRM sales tool “Hub Spot” software and training provided

About Federal International:

- We are a fun, casual team that at one point knew nothing about this industry. We all succeeded by being driven to learn with a passion to provide solutions for our clients
- We are a privately held company in business for 102 years
- We are an innovative and creative team who isn't afraid to take risks in an increasingly competitive industry

If you are interested in learning more about our company and have a strong desire to succeed on your own terms, e-mail your resume
to: **salesjob@federalinternational.com**