

Salesperson for Roll-off Dumpster Services

LOCATION

- Temple Hills, MD

DESCRIPTION

- We are seeking an experienced and highly motivated individual to join our team as a Salesperson for our Roll-off Dumpster Division. You will be responsible for generating leads, building and maintaining a strong customer base, and closing sales for the company.

RESPONSIBILITIES

- Build and maintain strong relationships with new and existing customers.
- Pursue and cultivate new leads through various methods such as cold calling, online procurement sites, networking events, bid openings, industry publications and permit sites.
- Prepare and deliver informative sales presentations to customers and other stakeholders.
- Stay updated on industry trends, competitor activities, and market developments related to waste management services.
- Prepare quotations and record all customer information, interactions, and activities in Salesforce.
- Respond to customer inquiries and provide knowledgeable product and service benefits.
- Provide ongoing customer support by addressing customer inquiries, concerns, and feedback promptly and professionally.
- Work closely with the logistics team to ensure smooth and timely delivery of services to clients.

QUALIFICATIONS

- Proven track record in Sales, 3-5 years preferred.
- Experience in Waste Management, desirable.
- Strong working knowledge of the Washington Metro area.
- Experience in the local construction industry, a plus.
- Thorough understanding of local disposal sites and pricing structures.
- Comfortable using Salesforce or similar CRM system; 3-4 years preferred.
- Excellent verbal, written and computer skills, including Microsoft Office.
- Self-motivated, proactive, and able to work independently.

GOOD TO KNOW

- This position offers competitive pay, great benefits, and opportunities for advancement.

BENEFITS

- Personal Time Off (PTO)
- Paid holidays (7)
- Medical, Dental, Life & Disability Insurance
- 401(k) savings plan
- Performance bonuses
- Educational Assistance Program

ABOUT US

- ReAgg is an experienced construction service business committed to providing quality products and services throughout Maryland, Northern Virginia, Washington, DC and the Baltimore Metropolitan area. With more than 30 years of experience, ReAgg operates and maintains an extensive fleet of trucks, trailers, flatbeds, lowboys, and roll-offs and has become a valuable resource for contractors, excavators, developers, and service suppliers.

To find out more, visit our website at www.reagg.com.

APPLY

- Please send your resume through indeed in response to this job advertisement.
- For immediate consideration, please fill out an application located here: <https://reagg.com/careers/>
- Questions: Please call our main office at (301) 336-6700 or email employment@reagg.com.

We look forward to hearing from you!