

Job description

Job Title

Inside Sales Account Manager

Company Summary

Priority Waste (www.prioritywaste.com), headquartered in Clinton Township, Michigan, provides waste hauling services across the Greater Southeastern Michigan area. Our company has experienced rapid growth since its founding in 2018, and this growth has allowed us to continually expand our workforce. The Company operates out of several facilities, including two transfer stations. Priority Waste maintains a diversified platform providing service to both municipal solid-waste, construction and demolition customers. Through our yellow fleet of residential, roll off, and front load trucks and containers, Priority Waste makes the customer experience our #1 priority.

Job Purpose

In your role as an Inside Sales Account Manager, you will focus on expanding and maturing existing and new account business accounts through building relationships and identifying sales strategies.

Duties and Responsibilities

Duties include but are not limited to:

- Builds customer rapport using strong product & industry knowledge to convert inbound customer inquiries into sales
- Travels to targeted areas to perform door-to-door sales
- Generates revenue growth by pricing increases / contract negotiation strategies
- Works closely with Sales Team members creating strategies to facilitate existing and future business growth
- Utilizes customer-focused programs to achieve desired sales results
- Facilitates the negotiation of contracts
- Resolves customer issues and complaints through effective problem solving
- Creates and conducts presentations to new & existing customers
- Communicates with other departments on any account-specific needs such as discounts, refunds, customer complaints and service issues

Candidate Profile

The successful candidate profile includes:

- 5+ years' experience in sales and service industry
- Excellent written and verbal communication skills

- Self-motivated with ability to prioritize responsibilities while working independently with little supervision
- Ability to manage multiple projects simultaneously, while paying attention to detail
- Excellent follow up and organizational skills
- Experience with issue resolution, negotiating and customer relationship management
- Aptitude with MS Office and CRM platforms

Core Values

At Priority Waste, there are fundamental qualities that we look for in all our employees:

- People who excel in a collaborative environment (team players)
- A willingness to do whatever the situation calls for
- An excitement to be part of a growing organization
- A genuine understanding that the quality of your work has a direct impact on the company's success

Location & Travel

The Inside Sales Account Manager will work onsite at the company's corporate office in Clinton Township and require travel throughout Michigan.

Job Type: Full-time