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Environmental Services Sales Ambassador

SUMMARY:

Environmental topics and public health issues enjoy heightened visibility in the United States. Previous generations have knowingly and unknowingly polluted our air, water and soil. As individuals' health and safety are amongst our most critical concerns as a society, it has become a focus of governing bodies to mandate the testing - and in more severe instances, the remediation - of locations where the US population lives, works, and plays. In the name of their constituents' wellness, legislators rarely oppose proposals that increase the stringency of environmental regulations. It's just not good optics. Lobbying efforts and related litigation involving "green" organizations also drive market activity in this sector.

LEW Environmental Services provides environmental inspection, consulting, design, remediation, and training services to residential, governmental, and commercial clients throughout the U.S.

LEW Environmental is currently seeking an aggressive, focused, disciplined Business Development team member. Responsibilities include prospecting, networking, and setting appointments. You will be responsible for a sales quota and report to LEW's General Manager.

In this role you will become educated about environmental regulations and services, and will join our sales team in working with prospects in New Jersey and NYC. No two days will be exactly the same. You will work collaboratively with all departments within the company to maximize opportunities and sell services that address various contaminants for customers across vertical markets. We pride ourselves on our teamwork.

PRIMARY RESPONSIBILITIES:

- Manage sales cycle, aggressively pursue, and close sales to attain quota monthly.
- Build a working knowledge of the regulations by jurisdiction by working with LEW's team of subject matter experts as well as by doing independent research. Be able to represent the company and explain how LEW services are differentiated and meet customer needs.
- Identify prospects in the market, through use of internal lists as well as by investigating external sources.
- Contact qualified prospects through email and phone, leveraging content and marketing materials created by LEW team. Become active in promotion of our services by using social media, with the help of Marketing.
- Network with industry groups and build relationships to establish LEW as an environmental expert and to put us in a position to become the environmental partner to new clients.
- Assist the LEW team in gaining competitive service knowledge and in identifying new service opportunities. Partner with Marketing on customer intelligence and opportunities.
- Target and follow up on new leads and referrals resulting from marketing/field activity.
- Prepare concise and accurate proposals to customers and other required documentation as needed.

- Assist in maintaining current client relationships, as assigned.
- Participate in tradeshow including but not limited to booth assembly and teardown, selling on the tradeshow floor, etc.
- Other duties as assigned.

REQUIRED SKILLS AND QUALIFICATIONS:

- Three or more years sales experience with demonstrated ability to achieve goals
- Excellent communication, interpersonal, problem-solving, presentation and organizational skills
- Proficient with Microsoft Office applications sales management software and CRM
- Strong ability to balance persuasion with professionalism
- Goal driven and self-motivated with an inherent curiosity
- Valid driver's license and reliable transportation required

PREFERRED SKILLS AND QUALIFICATIONS:

- Bachelor's Degree or equivalent
- Solution selling
- Knowledge of the environmental space
- Ability to travel at least 25% of the time to customer locations and events

BENEFITS:

LEW Environmental offers a competitive benefits package including health insurance, 401K, paid vacation, and holidays.

PAY:

\$50,000.00 - 70,000.00 per year plus incentive

For more information and to set up an interview, please email mguagenti@lewenvironmental.com