

## **Sales executive**

### **JOB DESCRIPTION**

The Customer Acquisition Representative is responsible for sourcing potential food and beverage feedstock provider partners and contracting them to provide Vanguard Renewables with their waste to fuel our anaerobic digesters. Ability to communicate and develop relationships with prospects from the C-suite to the plant operations level via phone, mail, and in-person meetings level is critical. Demonstrated sales success with a process-based product is required and an interest in the environment and climate change solutions is beneficial. Consistent customer communications and service are imperative to develop long-term relationships with these clients. An entrepreneurial work style with excellent organizational skills, knowledge of Sales Force is important. Growth and success are measured by your performance against established quotas and compensation and growth are merit-based.

### **Customer Acquisition Representative Job Responsibilities and Duties:**

- Sales prospecting for feedstock suppliers
- Researching industries and companies to target for sales
- Educating sales prospects about the process and the opportunity
- Driving sales and market penetration based on established quotas
- Cultivating relationships with key decision makers at varying company levels and with assorted motivations
- Relentless passion for Making a difference, and winning people over
- Experience driving sales and market penetration with a disruptive/ innovative product
- Cultivating relationships with a wide variety of key decision makers
- Understanding and passion for sustainability and success at selling it
- Developing proposals and delivering presentations
- Performing sales prospecting activities on a routine basis
- Maintaining the Salesforce.com customer relationship management database
- Estimating costs and pricing for products and services
- Providing competitive market feedback

### **Sales Executive Skills and Qualifications**

- 3-5 years of sales experience with demonstrated success
- 2+ years of recent sustainability, recycling, or organics/ food-based industry sales is desirable
- Passion for sustainability and environmental issues and the desire to sell a product that will make a difference
- Proven ability to source prospects and determine the optimum path to sale
- Excellent written and verbal communication skills
- Proficiency in MS Office suite
- Salesforce.com experience preferred

## Company Profile

Vanguard Renewables is the U.S. leader in dairy waste and food waste-to-renewable energy. Our Farm Powered Organics to Energy Lifecycle solves organic waste disposal challenges, generates renewable natural gas or renewable electricity, and supports the American farmer. And, Vanguard's Farm Powered anaerobic digestion program protects the environment by substantially reducing on-farm greenhouse gas emissions by more than 85%. Vanguard Farm Powered co-digestion facilities currently provide the largest organics recycling destination in the Northeast and we're expanding nationwide. In 2020, our Farm Powered anaerobic digesters will process nearly 200,000 tons per year of combined on-farm and off-farm organics. The closed-loop Farm Powered anaerobic digestion process converts the energy potential in farm and food waste into clean, renewable electricity or renewable natural gas. Food waste and beverage waste producers get a cost-effective, clean, and scalable food waste collection and recycling solution. Renewable energy purchasers get a high-value sustainability asset to meet aggressive carbon neutral goals.

**Please send resume and cover letter to [HR@vanguardrenewables.com](mailto:HR@vanguardrenewables.com)**