

GOALZERO|recycling

Zero Waste for Zero Hunger

Position Description

Division/Department: GoalZero Recycling Warehouse

Location: Colorado Springs

Job title: Business Development Director

Reports to: GoalZero Recycling CEO

Status: Regular

Type of position:

Full-time

Part-time

Contractor

Intern

Hours: 40hrs/week

Exempt

Nonexempt

Position Summary:

GoalZero Recycling is seeking a Business Development Director to lead the successful launch of the first social enterprise for Care and Share Food Bank for Southern Colorado in 2016.

Duties and Responsibilities, under guidance of GoalZero Recycling CEO:

- Assist in building a business from the ground up.
- Generate unique ideas for sales strategies to grow our customer base.
- Meet with prospective customers and offer recommendations for GoalZero services.
- Provide customers with price quotations and ensure full understanding of program.
- Develops database of qualified leads through referrals, direct mail, email and networking.
- Assists in implementation of marketing plans as needed.
- Respond in a timely manner to customers and handle all interactions in a professional, timely manner; while demonstrating a sincere willingness to be of service to others.
- Focused effort on achieving revenue and expense goals.
- Maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales and follow-up activities.
- Perform effectively both as an autonomous, self-motivated individual and as an active contributing team member
- Data-driven, analytical, and calculated approach to decision-making
- Have a "find work" attitude, consistently seeking processes that need to be refined and identifying areas that need to grow.

Work experience requirements:

- Excellent organizational skills
- A resourceful self-starter with plenty of hustle, thrive in a start-up environment, love a challenge and can make things happen.
- Sales experience required
- Exceptional networking skills
- Disciplined
- Organized
- Passion for and sincere desire to help start-up achieve success
- Committed to zero waste procedures and knowledgeable about recycling
- Ability to adapt quickly to ever-changing organizational circumstances and needs
- Outstanding follow-through skills
- Valid driver's license
- Strong command of Microsoft suite of programs (Excel, Word, Outlook, Publisher, PowerPoint)
- Exceptional written and verbal communications skills

Reviewed by: GoalZero President and CEO

