

## **Job Posting – Regional Sales Executive**

Gannon & Scott, a leading, growing provider of precious metals refining and reclamation services established in 1919 with three processing facilities in the United States. Gannon & Scott specializes in serving a multitude of industries that generate precious metal bearing waste including electronic scrap, jewelry scrap, as well as a multitude of precious metals bearing waste streams that contain gold, silver, platinum, palladium, and rhodium.

We are presently seeking a Regional Sales Executive to support and increase sales activity throughout the Mid-West Region of the US. Reporting to the National Sales Manager, and functioning as an integral part of the sales team, this role requires utilizing strong consultative sales skills to prospect and maintain continuous active account growth.

### **Specific Responsibilities:**

- Identify prospective customers and utilize consultative selling techniques to offer refining service solutions for their precious metal bearing waste streams.
- Present pricing quotations to existing and prospective customers based on service needs.
- Develop an up-to-date database of qualified leads through referrals, existing network, trade shows, industry organizations and appropriate on-line media.
- Maintain accurate records via ACT! CRM of all sales and prospecting activities including sales calls, presentations, customers acquired and follow-up activities.
- Research trends and developments in targeted vertical industries through the use of related publications, internet and training to maintain and grow knowledge base.
- Travel frequently within region to develop and close new opportunities with existing and new customers.
- Participate and contribute to strategically targeted trade shows and industry conferences.
- Maintain contact with customers to ensure high levels of client satisfaction. Receive and resolve customer complaints utilizing the assistance of the Management Team.
- Build and maintain an effective working relationship with all supporting departments.
- Other such duties and activities as may be assigned by the National Sales Manager.

### **Skills and Experience:**

- Minimum five (5) years of consultative sales experience, preferably in the refining or commodity recycling industry.
- Proven history of attracting and maintaining client relationships.
- Strong customer relations and service skills.
- Excellent written and oral communication skills.
- Must thrive in a team environment.
- Computer literate with a working knowledge of Windows based email, database, and spreadsheet software.

**Education:** B.A./B.S. in Business or other discipline preferred.

**Compensation:** Competitive base salary plus commission. Full and Excellent benefit package.

*To apply for this position, please submit cover letter and resume to: [jobs@gannon-scott.com](mailto:jobs@gannon-scott.com)*