

Regional Sales Manager – (Southeast)

*Candidate Must Reside Within the Southeastern United States

Location

In the Southeast United States (NC, SC, GA, FL, AL, AR, LA, VA, KY, TN, MS) with regular travel throughout the region.

Role Description

Innovative Waste Recycling is seeking a motivated **Regional Sales Manager** to develop new business and grow customer relationships within an assigned territory. This position is ideal for someone who enjoys prospecting, building relationships, solving problems, and developing customized waste and recycling solutions for commercial food & beverage producers.

Our Regional Sales Managers work directly with businesses to understand their waste streams, current disposal practices, operational challenges, and sustainability goals.

What You'll Do

- Identify and develop new commercial food & beverage producers throughout your assigned region.
- Prospect through phone calls, email, networking, referrals, site visits, and other business-development activities.
- Build relationships with decision-makers responsible for waste, recycling, sustainability, procurement, facilities, and operations.
- Evaluate customers' existing waste and recycling programs and identify opportunities to reduce costs, improve service, and increase recycling or beneficial reuse.
- Develop solutions for a variety of waste streams, including organics, food & beverage waste, manufacturing byproducts, and recyclables,
- Prepare pricing, proposals, service recommendations, and presentations for prospective customers.
- Conduct customer site visits to better understand waste streams, equipment, volumes, service requirements, and operational challenges.
- Coordinate with internal operations and vendor partners to develop reliable and competitive solutions.
- Negotiate pricing and service agreements while maintaining appropriate margins.
- Manage opportunities and sales activity through the company's CRM.

- Maintain and grow relationships with existing customers while identifying additional opportunities within those accounts.
- Stay informed about regional disposal, recycling, composting, anaerobic digestion, rendering, transportation, and other beneficial reuse options.
- Represent Innovative Waste Recycling professionally at customer meetings, industry events, and networking opportunities.

What We're Looking For

- Strong communication, relationship-building, and negotiation skills.
- Self-motivated and comfortable developing business through outbound prospecting.
- Ability to identify customer problems and develop practical solutions rather than simply selling a standard service.
- You're comfortable discussing pricing and negotiating agreements with potential and existing customers you've developed
- You're organized and able to manage multiple opportunities and customer relationships simultaneously.
- Willingness to travel throughout the assigned region for customer meetings and site visits (Southeastern United States)
- Ability to work independently while collaborating closely with operations and management.
- Experience using CRM software and Microsoft Office or similar business applications.

Preferred Experience

Experience in one or more of the following is beneficial but not required:

- B2B outside sales
- Waste or recycling
- Organics recycling
- Food or beverage manufacturing
- Industrial services
- Environmental services
- Transportation or logistics
- Manufacturing

Candidates with a strong record of B2B sales success who are willing to learn the waste and recycling industry are encouraged to apply.

What Success Looks Like

A successful Regional Sales Representative consistently develops new opportunities, builds a healthy sales pipeline, wins profitable new accounts, and develops long-term customer relationships.

More importantly, successful representatives become trusted resources for their customers. They understand the operation well enough to identify opportunities the customer may not have considered and work with the Innovative Waste Recycling team to turn those opportunities into reliable, sustainable solutions.

Why Innovative Waste Recycling?

Waste isn't one-size-fits-all. Our customers generate different materials, operate different facilities, and face different logistical and sustainability challenges.

At Innovative Waste Recycling, our sales team has the opportunity to **sell solutions rather than simply sell containers or hauling services**. You'll work with customers and our network of recycling, recovery, transportation, and disposal partners to develop programs that make both environmental and economic sense.

If you're competitive, resourceful, comfortable opening doors, and enjoy solving real-world business problems, we'd like to hear from you.

To apply send resume and cover letter to info@iwrecycling.com