

**FRG Waste Resources, Inc.**  
**P.O. Box 10858**  
**Napa, CA 94581**  
**Contact: Rhonda@frgwaste.com**

**Outside Sales Associate (description)**  
**Posted November 2009**

**Position Summary:**

Located in the beautiful Napa Valley area of California, we are an industry leader in waste diversion services and solutions. Our equipment and programs are designed to reduce costs and improve operations while addressing important issues such as recycling alternatives, material diversion, site aesthetics and increased sustainability. We are currently looking for an enthusiastic equipment sales associate for the East Bay covering Alameda and Contra Costa Counties.

Successful candidate will be selling industrial compactors, cardboard balers, shredders and other waste handling and recycling equipment in the field with one day per week spent at corporate headquarters in American Canyon.

**Requirements/Qualifications:**

We are seeking a self-motivated, professional Sales Associate with 3 to 5 years of a demonstrated record of success or strong aptitude for a direct selling environment with emphasis on Equipment Sales. Mechanical knowledge is preferable.

- Excellent presentation, listening and consulting skills.
- Knowledge and understanding of the sales process including prospecting, pre-call planning, setting appointments, presentations, handling objections and the ability to close a sale successfully and professionally.
- Ability to evaluate customers existing and potential product/equipment needs.
- Strong communication skills for face to face meetings and follow-up.
- Must be okay making cold calls in person and by phone.
- Competent at using Microsoft Word, Excel and PowerPoint as well as general computer skills.

**Benefits:** FRG Waste Resources offers competitive wages, excellent benefits, and potential for future career growth and more. If you are looking for a challenging position in a fast paced environment, please submit your resume, cover letter, and salary history in confidence at ([sales@frgwaste.com](mailto:sales@frgwaste.com))