



Environmental Sales Representative

POSITION SUMMARY:

Pure Soil, a division of Earle, is a leading environmental services company that specializes in sustainable soil management, recycling, and remediation solutions. We provide a range of services to commercial, industrial, and municipal clients, helping them address environmental challenges while supporting their sustainability goals.

ESSENTIAL JOB FUNCTIONS:

As an Environmental Sales Representative at Pure Soil, you will be responsible for driving business development, generating new leads, and building relationships with existing clients in the environmental services industry. This position requires a proactive, customer-focused approach to selling our soil recycling, remediation, and waste management services. You will work closely with other departments, including operations and customer support, to ensure that client needs are met effectively and efficiently.

SKILLS, KNOWLEDGE, QUALIFICATIONS & EXPERIENCE:

- **Education:**

- Bachelor's degree in Environmental Science, Business, Marketing, or a related field is preferred.

- **Experience:**

- 3+ years of sales experience in the environmental services industry or related fields (e.g., waste management, soil remediation, construction).
- Proven track record of sales success and business development.

- **Skills:**

- Strong understanding of environmental regulations, sustainability practices, and industry-specific solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to manage multiple accounts and projects simultaneously.
- Proficient in Microsoft Office Suite and CRM software.

EMPLOYEE BENEFITS:

- Comprehensive Medical, Dental & Vision
- Life & AD&D
- Paid Time Off
- Paid Holidays
- Voluntary Long- and Short-Term Disability
- Voluntary Supplemental Life
- 401K with Discretionary Employer Match
- Aflac Supplemental Plans
- Pre-paid Legal
- Flexible Spending Accounts
- Employee Assistance Program
- Discounts for Six Flags Great Adventure
- Discounts on Auto & Homeowner's Insurance through New Jersey Manufacturers

All positions within The Earle Companies have potential for advancement through our fully structured Career Development Program. We place a very strong emphasis on identifying High Profile Employees to help them advance up their career ladders. Those who possess the drive to succeed will be given the necessary tools for education and advancement.