



a division of Municipal Media Inc. and Corp.

**Job title:** Waste Reduction and Recycling Specialist, Sales Department  
**Location:** Fully Remote – USA or Canada  
**Terms:** Full-Time  
**Requirements:** Some travel to Toronto for company meetings and from time-to-time industry conferences/events or client meetings  
Valid Passport and eligible to work in USA or Canada

**About us:** While it's true that most municipalities start using Recycle Coach so residents know when it's garbage day, we're so much more than just a calendar. Recycle Coach provides solid waste education, recycling education and communication solutions across 1,500+ cities in North America and Australia. Our mobile app creates engaging and interactive learning experiences to help solve local problems. Residents learn not only how to recycle correctly — but why they need to do so. When residents understand the justification behind changing behaviors, municipalities see long-term results.

At Recycle Coach, we're looking for top talent who get excited about using technology to solve environmental challenges.

We're a forward-thinking organization that has led for 20+ years in waste and recycling information and education through technology. Rooted in disrupting traditional spaces, the possibilities are endless for your next career move.

**About the role:** We are looking for a Waste Reduction and Recycling Specialist to act as a liaison between our Sales and Marketing teams. Your role will be to seek new potential partnership opportunities by contacting and developing relationships with municipalities, waste haulers, and universities. To be successful in this role you will use your communication skills to cultivate strong relationships with customers as the first point of contact for the company. If you are passionate about the environment and enjoy discussing all things recycling and waste diversion, we would love to meet you!

**Responsibilities:**

- Qualify leads from marketing campaigns as sales opportunities.
- Proactively seek new business opportunities through cold calls and emails.
- Research accounts, identify key players, and generate interest in Recycle Coach solutions.
- Present our company to potential clients; build relationships with prospects.
- Capture market insights and trends in the waste and recycling industry.
- Document all tasks in Hubspot, tracking activity across all accounts and contacts.

**Qualifications:**

- Waste or Recycling industry experience is preferred.
- Educational background in environmental sustainability would be an asset.
- Proficiency with MS Office and exposure to HubSpot (CRM).
- Demonstrated comfort in the art of relationship building.
- Strong time management and organizational skills.
- Self-motivated and able to work independently.
- Able to work remotely with a dedicated workspace.
- Excellent verbal and written communication skills.
- Strong listening and presentation skills.
- Possess a positive, problem-solving mindset.

**Apply Now!**

Please submit one PDF with cover letter and resume labelled with your LAST NAME\_JOBTITLE. The subject line of your e-mail should also be labelled LAST NAME\_JOBTITLE.

Submit to [careers@recyclecoach.com](mailto:careers@recyclecoach.com) by Friday, May 10<sup>th</sup>, 2024.

*Only those selected for an interview will be contacted. We thank you for your interest.*

No recruiters or agencies will be accepted.

Recycle Coach is an Equal Opportunities Employer. The company is committed to equal employment opportunities regardless of age, sexual orientation, gender, pregnancy, religion, nationality, ethnic origin, disability, medical history, skin colour, marital status, genetic information or parental status.