



TRANS-CONTINENTAL TEXTILE RECYCLING LTD.

Community Initiatives since 1990

Territory Account Executive (BC)

Position Summary

Report to the Regional Manager, the candidate will be responsible for planning, organizing, directing, controlling, and evaluating opportunities to grow our business and reputation in the Greater Vancouver Area

This position is heavily field-based, but will have an office in our Surrey location.

Duties & Responsibilities

- Constantly find, brainstorm, and implement ways to increase clothing volume/weight collected
- Implementing new direction and ideas that arise internally (e.g. from Route Service Specialists, management, and other supervisors) to externally (e.g. networking, existing customers, market trends)
- Positioning TCTR & its associated brands in the best areas possible at all times looking to constantly position and upgrade market share
- Stay in communication with current contacts and grow their current programs
- Responsible for acquiring new Clothing Bank locations and Clothing Drive contacts
- Come up with new avenues or clothing streams to increase volume/weight collected (e.g. community drives, bin placements)
- Developing strong bond with Service team and the Sales Representative to generate more weight
- Monitor reports and improve marketing strategy in problem areas
- Report in the office 3-5 times a week for meetings and account evaluations

Desired Skills & Expertise

- Self-motivated, outgoing, and people friendly
- Strong communication and presentation skills
- Proven and demonstrated sales successes
- Hunter Mentality for leads and programs to grow current market share
- Prospect Hunter Mentality, which looks for new leads and programs to grow our current market share
- Strong project management and organization skills
- Practical and creative in marketing and in sales
- 2 years of experience in a marketing and sales position or fundraising preferred
- Intermediate proficiency with MS PowerPoint, Outlook, Word and other marketing tools
- Post-secondary education with a major in business, entrepreneurship sales, fundraising management, and/or marketing preferred
- Valid BC Driver's License and working vehicle

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For more information about our initiatives: www.transtextile.com

British Columbia Office

Ph : (604) 592-2845 | Fax: (604) 592-2846
13120 78A Avenue, Surrey, B.C. Canada V3W 1P4

Alberta Office

Ph: (403) 278-7870 | Fax: (403) 278-7871
6150 – 44 Street SE, Calgary, AB, T2C 5K5

For more information about our products and services: info@transtextile.com



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What we offer

- This is a full time position
- Salary range \$40K-50K per year based on experience and skillset
- Generous car allowance provided
- Medical and dental benefits
- 2 weeks paid vacation a year
- Quarterly Group Bonus

We invite all interested candidates to learn more about us at our website www.transtextile.com . To apply please submit your resume and a cover letter that specifies the following:

- Why you are interested in this position
- Why you are suitable for this position
- Examples of your community involvement
- Examples of your Career Successes

Email you application to: info@cleancloth.ca.

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