

Job Posting

Founded in 1964, Cascades offers sustainable, innovative and value-added packaging, hygiene and recovery solutions.

The company employs approximately 12,000 women and men across a network of close to 90 facilities in North America and Europe. Driven by its participative management, half a century of experience in recycling, and continuous research and development efforts, Cascades continues to provide innovative products that customers have come to rely on, while contributing to the well-being of people, communities and the entire planet.

To apply send resume to:
Melissa_jarvis@cascades.com
HR Advisor, Alberta



Sales Representative

Your challenge

Under the supervision of the Director of Fiber Procurement, Western Canada, the position is a hybrid role where the chosen person will have to carry out the following main mandates:

- Managing and developing programs within existing Cascades Recovery+ client portfolio;
- Gain a full understanding of how discarded materials are managed and more specifically how Cascades Recovery+ manages these materials;
- Employ a consultative sale approach while prospecting for and onboarding new clients;
- Meet and exceed defined monthly financial and volume projections;
- Utilize marketing tools to promote Company programs and services;
- Development of customer P&L statements, proposals, and cost/benefit analysis as required;
- Prepare and conduct client presentations;
- Utilize applicable sales tools and databases effectively to plan, communicate, and document progress;
- Maintain a list of business activities for the month to be reviewed by management;
- Attend trade shows and participate in professional organizations.

Your baggage and your strengths

- 3-5 years of customer facing, Business to Business (B2B) sales experience and/or account management, with a verifiable track record of success, preferably in the industrial, waste management and/or environmental services markets;
- Ability to build both trust and respect with customer and understand how to cost-effectively apply recycling solutions to meet customer specific goals and objectives;
- Effectively qualify potential customers and their needs, identify decision makers and generate interest in Cascades Recovery+ services;
- Practical and innovative problem-solving capabilities;
- Strong customer-orientation; prompt issue resolution/follow-through;
- Strong time management and organizational skills to ensure focus on value-added activities;
- Excellent communication and presentation skills (written and oral);
- Proficient with Microsoft Office Suite (Word, Excel, etc);
- Valid drivers license and clean driving abstract;
- Demonstrate autonomy in the management of their files.

Other informations

- Workplace located in Edmonton, Alberta