

Career Opportunity

Sales Manager – U.S. Western Region

GreenSoft Technology, Inc. is a leading provider of environmental compliance content management tools and services for the global electronics industry. Our company has provided exceptional service to clients around the world for over a decade. We have a dynamic, fast-paced organization that is well positioned for growth. We serve a diverse client base and specialize in assisting industrial and manufacturing clients with EU RoHS, EU REACH, Conflict Minerals and other regulatory compliance requirements.

Job Description

Role and Responsibilities

GreenSoft is seeking a highly skilled and self-motivated full-time sales professionals covering the **Western US – from California to Washington and also Arizona and Nevada area – basically covering the 2 time zones: PDT/MDT.**

Ideal candidates are sales professionals with an existing client base and a successful track record in the area of selling environmental compliance management (EU RoHS, EU REACH and Conflict Minerals) solutions and services. However, relevant experience selling consulting services to industrial/manufacturing accounts will also be considered.

Primary Responsibilities:

- Meet or exceed annual sales goals
- Provide accurate sales forecasts and projections for operational planning
- Build strong relationships with and provide superior service to clients

Requirements:

- Ability to learn and understand semi-technical terms on environmental regulations and project workflow
- Ability to communicate or conduct presentations effectively with prospects through online meetings and phone calls

Additional Qualifications:

- Working knowledge of environmental regulations such as EU RoHS, EU REACH, Conflict Minerals and others
- Excellent organizational skills, and a goal-oriented approach to managing multiple projects and objectives efficiently
- Ability to report sales status with management (written and verbal)



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- Proficient computer skills in MS Outlook, Excel, Word, and PowerPoint
- A proven history of successfully selling to all levels of an organization, including senior management

Compensation, Benefits, and Work Location

Location

GreenSoft is headquartered in Pasadena, California, near the center of the Los Angeles metropolitan area. We also maintain offices in the EU, China, Taiwan, Israel, Japan and in other states in the U.S.

GreenSoft expects the sales work to be done mostly through online meetings or phone calls. Traveling to events and to visit clients will also be required.

The sales manager position is open to candidates located in the Western Region of the US. This is a full-time remote work-from-home opportunity with frequent voice/video conferencing required. Candidates located near the Los Angeles metropolitan area may also be occasionally required to visit the Pasadena office.

Compensation and Benefits

GreenSoft offers competitive salary, medical benefits, and an opportunity to develop and work in the fast-growing green electronic industry.

To Apply

Candidates please email your resume to bridget.weiss@greensofttech.com with the subject line: "Sales Manager Position – Western US."