



## Next Environmental Inc.

### **SALES PROFESSIONAL**

Next Environmental Inc. is a modern, progressive and fast-paced consulting firm that is upping the ante in the contaminated sites industry. Developers, Lenders, Real Estate Agents & Brokers, is who we work with on a daily basis. We are a locally owned and Vancouver based contaminated site specialist who is committed to excellence – for our staff, clients, and business partners and pride ourselves on our high energy, exciting and professional workplace.

#### **What We Are Looking For...**

Ideal candidates will have a passion for selling and be dedicated to learning BC's environmental regulations. Individuals who are driven, enjoy building relationships, and committed to continuously improving themselves personally and professionally, will succeed in this position. NEXT is driven by teamwork and strong work ethic. (Bilingual language ability will be a strong asset - preferably Mandarin or Cantonese, but not a must have.)

#### **What This Role Will Entail...**

- Manage accounts and generate leads
- Establish strong relationships with real estate stakeholders; communicating our value proposition
- Present due diligence services to major banks, credit unions, brokerages and developers
- Consistently update NEXT's CRM system
- Attend industry events and network with B.C.'s most influential real estate professionals
- Work with and communicate client needs to technical staff on a consistent basis

#### **What You Will Need To Be Equipped With To Succeed...**

- Marketing management (sales) diploma or formal business education
- Sales or relevant industry experience
- Strong interpersonal communication skills
- Ability to understand client needs and objectives
- Microsoft office and CRM knowledge
- Professional written and verbal ability
- Must have a valid BC driver's license and personal vehicle
- Eligible for full-time employment in Canada

Want to see what the culture is like here? Take a look at our Twitter page @NEXTEnviroBC, LinkedIn page <https://www.linkedin.com/company/next-environmental-inc/> or Facebook page <https://www.facebook.com/nextenvironmentalinc/>.

**If you are interested in this opportunity send your resume to Michelle Sayers at [msayers@nextenvironmental.com](mailto:msayers@nextenvironmental.com).**