



**Pacific Trans**  
Environmental Services, Inc.



**\*\*\*NEEDED\*\*\***

## **SALES REPRESENTATIVE**

**WE ARE GROWING! WE HAVE BEEN AWARDED NEW LONG-TERM CONTRACTS!**

### **WHAT WE OFFER**

- We care about staff, family environment with professionalism and employee welfare focused
- Team Atmosphere and Streamlined Organization to be able to get things done
- Brand New Renovated Office
- Very Competitive Waste and Training
- Competitive Wages
- Medical, Dental and Vision insurance
- Life Insurance
- Matching 401k
- 10 paid holidays
- 15 days paid time off

### **WHO WE ARE**

Pacific Trans Environmental Services, Inc. (PTES) has been providing environmental services throughout the western United States for more than 40 years. We are one of the largest locally based, privately owned, environmental service providers in San Diego.

At PTES, we are best known throughout the areas we service for providing the best service achievable for our customers. We are looking for a team member that understands and lives our service philosophy to fill this pivotal role in our organization.

### **DESIRED SKILLS and QUALIFICATIONS WE ARE SEEKING**

- Must have 1 year experience in the Environmental Services / Hazardous Waste field
- Technical and regulatory knowledge of EPA, DTSC, RCRA, CCR Title 22, DOT requirements for the packaging, handling, transportation and treatment/disposal of hazardous waste, a major plus
- Excellent communication and organizational skills
- Develop strong relationships with customers, be ambitious and very self-confident
- Ability to work under pressure, multi-task and demonstrate a high level of attention to details
- Exercise problem solving skills and work independently without immediate supervision
- This is an outside business to business sales position, must be able to work remotely and self-motivate
- Current HAZWOPER and DOT Haz Mat certifications a plus, we will train if necessary
- Proficient in all MS Office programs and ability to learn new systems

### **CORE JOB DUTIES, include but are not limited to the following...**

- Develop new business and maintain existing accounts
- Generate sales for the company by cold calling and landing appointments with customers
- Utilize lead lists provided by PTES as well as cultivate leads thru various tools and resources
- Develop pricing and profiles for quotes and proposals
- Produce written quotes and proposals to submit to customers
- Provide regular reports on prospecting and sales efforts

**WHERE TO APPLY**

*Pacific Trans Environmental Services, Inc.  
1452 N. Johnson Ave.  
El Cajon, CA 92020*

*Contact:  
619-441-1818  
careers@ptesinc.com*

*PTES is an equal opportunity employer*

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