

Midwest Companies is currently seeking a full time sales professional with abilities to cross sell other service lines of business as well. This position will be based out of our Gilberts, Illinois location with time split between working in various locations and making agricultural calls to customers. The ideal candidate will be collaborative, outgoing & goal-oriented and enjoy being part of a growing industry.

Further, the candidate will have the ability to shift between multiple job responsibilities, have a passion for sales, and a background in soil science, agronomy, or similar field preferred.

Company Profile

- Family owned and operated since 1990
- Biomass Supplier / Transportation / Construction & Demolition and Railroad Cross-Tie Recycling / Roll-Off Dumpster service
- Midwest Companies includes Midwest Integrated Companies, Midwest Material Management, Midwest Transfer & Logistics, and TiEnergy

Role and Responsibilities

- Strictly follow all company policies which include safety and regulatory compliance
- Analyze and interpret agronomy research results
- Manage, maintain, and prioritize a list of customers and prospects to identify the best opportunities for growth
- Retain and increase sales with existing customers and gain business from new customers
- Implement and initiate marketing & sales plans and network with industry representatives to expand sales opportunities
- Maintain professional and technical knowledge as necessary

Qualifications

- Degree in Agronomy with soil science experience a plus
- Minimum 2 years sales experience, collaborative and out-going
- Strong interpersonal skills with proven ability to initiate new relationships
- Solid organizational and multi-tasking capabilities,
- Experienced with critical thinking and problem solving skills

Get Started

- **apply at www.mwcompanies.com** - go to "contact us" and click on "employment application" and "employment application authorization form"
- Email completed applications to HR Manager: Stephanie@mwcompanies.com or fax completed application to Attn: HR Manager (847)426-0146.

This is a full-time position that offers competitive pay, 401K with company contribution, employer sponsored life insurance, vacation time, and health, vision, and dental insurance to all full-time employees. Salary and/or commission structure will be commensurate with candidates' experience.