**POSITION: SALES (CONTAMINATED SOILS) AND TRANSPORT CONSULTANT, NORTHEASTERN US**

Englobe is an industry leader in the fields of the environment, waste materials and contaminated soils management and treatment. With over 2,000 employees, a national footprint in Canada and a presence in Europe, the Englobe name is a guarantee of quality.

Englobe is looking for a qualified sales representative for its impacted soils treatment disposal services in the northeast US. A good knowledge of the hazardous soils disposal and bulk transport business is key for this position.

**Responsibilities:**

- Acting as the main contact for our existing and future US clients, your role will be key in growing our services and maintaining client satisfaction;
- As a representative first and foremost, your role will be to initiate meetings, introductions and discussions within the contaminated soils industry so as to ensure that Englobe remains a key disposal option for specific US hazardous soils.
- Expectations are to establish and maintain trusted relations with clients based on efficiency of services and respect of agreements/commitments;
- The selected candidate will ensure to maintain the highest level of satisfaction from our clients all while maintaining long-term business relations;
- While developing various business opportunities, you may be tasked with assisting our clients in the different stages of their soil disposal projects, from the initial budgetary cost evaluation, to price confirmation based on provided samples, agreements, transport planning, shipping coordination, tonnage tracking and invoice monitoring and end of project client satisfaction;
- You will work closely with the soils treatment facilities’ teams to confirm soils acceptability, provide quoting and tracking of soils being transported;
- Conformity at all stages of our service is a key value that we promote. You will ensure the compliance of all aspects of the project with regards to the rules and requirements pertaining to impacted soils disposal and transportation.
- The candidate will be the main contact with our transportation carriers. An in-depth understanding of transportation logistics is key to this position followed closely with a deep understanding the north eastern contaminated soils business market.

**Qualifications**

- Ability to bill Englobe as a consultant;
- Relevant expertise and/or contacts in the industry.
- Proven track record as an efficient and effective corporate representative.