



Job Description : EPR Sales Representative

Job Title: EPR Sales Representative

Job Type: Full Time

Office Location: Salt Lake, Sector-3, Kolkata.

Remuneration: We offer a competitive salary and benefits package, with remuneration being flexible based on experience and qualifications.

About Us:

MEW Consultants is a leading provider of Extended Producer Responsibility (EPR) solutions, dedicated to helping businesses comply with evolving environmental regulations. We are seeking an energetic, motivated, and experienced EPR Sales Representative to join our team. The ideal candidate will have a passion for sales, environmental responsibility, and the ability to travel across various states to build relationships with clients.

Key Responsibilities:

- **Sales & Business Development:** Identify, target, and secure new business opportunities related to EPR compliance services across multiple states.
- **Lead Generation:** Proactively generate and qualify leads through various channels, including cold calling, networking, referrals, and digital platforms.
- **Client Relationships:** Build and maintain strong relationships with clients, understanding their EPR needs and providing tailored solutions.
- **Travel:** Frequent travel to visit potential and existing clients, attend industry events, and engage with local authorities on EPR requirements.
- **Consultative Selling:** Educate and consult clients on the benefits and requirements of EPR, explaining how our solutions help meet legal and environmental obligations.
- **Market Analysis:** Research and understand state-specific EPR regulations to provide accurate and up-to-date advice to clients.
- **Sales Targets:** Meet and exceed sales targets, contributing to the overall revenue growth of the company.
- **Reporting:** Provide regular updates and sales reports to management on client interactions, sales pipeline, and progress towards goals.
- **Collaboration:** Work closely with the internal team (sales, operations, and compliance) to ensure smooth execution of services.

Qualifications:

- Proven track record of sales success, preferably in environmental services, regulatory compliance, or related industries.
- Proficiency in multiple languages is preferred, as it will help in building relationships with a diverse client base.
- Strong understanding of EPR regulations is a plus, or a willingness to learn quickly.
- Experience in lead generation and building a strong pipeline of potential clients.
- Proficient in Microsoft Office Suite.
- Previous experience in B2B sales or field sales preferred.
- A passion for sustainability and environmental protection.

Key Attributes:

- Self-motivated and results-driven.
- Strong networking skills with the ability to build rapport and trust quickly.
- Excellent negotiation and closing skills.
- Comfortable with frequent travel.

Interested candidates are invited to submit their resume at hr@mewconsultants.com or contact us at +91 9147413115.