



Sales Lead

Tradewater is an environmental project development firm located in Chicago, Illinois. Our projects are all designed to have a dual mission – fight climate change and make a profit. We believe companies with this dual mission are better positioned for growth and success in a changing economy. And we are proving it year over year.

The Sales Lead will be responsible for supporting Tradewater's core work of identifying and procuring refrigerant from sources across the country. The program will include identifying and offering a range of refrigerant management services intended to support this procurement work and ensure the company has access to a steady annual pipeline of refrigerant from building chiller management and decommissioning projects.

Responsibilities:

- Manage end-to-end purchase requisition / RFx process, leading activities with respective business partners
- Develop and nurture relationships with companies and facilities who own or come in contact with chillers or other equipment that contain CFCs.
- Designs and conducts outreach and calling campaigns to identify qualified leads and establish deal flow
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential procurements outlets and other trade factors
- Own and develop financial analytics to support negotiations and purchasing activity
- Identify and implement process improvements and tools to drive procurement and strategic sourcing automation
- Lead sales staff accomplishments and competencies
- Answer technical and procedural questions for less experienced team members
- Own Vendor Relationship Management (VRM) activities, including contract / renewal management and driving QBR / ROI processes across the functional departments
- Lead continuous improvement of the procure-to-pay process to ensure delivering of accurate and efficient insights to internal business partners
- Manage contract negotiations for new and existing suppliers, partnering with the respective business partners and legal to ensure compliance with internal policies / risk management
- Lead the execution of spend management projects that drive cost savings, process efficiencies, supplier management, and improved visibility of expenditures
- Drive the analysis of and review data, including financial, contractual and operational performance to further design annual procurement program and inventory development

- Create and develop strong working relationships with key internal and external partners to ensure a competitive procurement environment
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses

Position Requirements:

- Support of pollution reduction and environmental sustainability mission
- 5-7 years of experience in Sales, Procurement or Strategic Sourcing experience with a high-growth company
- Enjoys sales and outreach activities and is motivated by stretch goals
- Experience with negotiations, analytics, strategy, planning and managing sourcing activities
- Experience with RFX and procure-to-pay systems
- Experience in project/program management
- Knowledge of refrigerant business a plus

Tradewater offers a competitive salary and good benefits.

Please send a cover letter and resume to Josh Ward at jward@tradewater.us.