



Environmental Program Associate (EPA)

Tradewater is a mission-based company headquartered in Chicago and operating around the world. We collect, manage, and destroy greenhouse gases. Our projects are designed to fight climate change, create economic development opportunities, and make a profit.

According to *Drawdown*, the #1 thing that we can do to prevent runaway climate change is to properly manage harmful refrigerant gases. The Environmental Program Associate (EPA) will work as a key member of a team finding and collecting environmentally harmful refrigerant gases all over the United States, and ensuring they are responsibly destroyed. The work is challenging, fun, and urgent, and was featured on NPR's Planet Money podcast: [Sell Me Your Climate Bombs](#).

Position Summary

The EPA's focus is to oversee a diverse portfolio of assigned regional territories and actively seek new opportunities within the Small Scale Aggregation (SSA) program. The EPA will respond to all inbound client inquiries and liaise with cross-functional internal teams (including the marketing and accounting departments) to improve the entire customer experience. This position will require occasional local and domestic travel.

Job Responsibilities Include:

Pipeline Development (50%)

- Develop workable strategies and helpful plans that will target new and prospective customers using the following methods:
 - Generating NEW sales leads from assigned prospect lists through warm and cold calls
 - Identifying good opportunities from inbound client inquiries
 - Move prospective leads to committed deals through the sales pipeline
 - Insightful negotiation of pricing and collection logistics
 - Ongoing assessment of the identification and collection procedures to create innovative strategies for optimal performance
 - Achieve targeted annual plan goals

Account Management & Business Development (40%)

- Maintain contact with the customers at every stage of the acquisition through verification process; providing support when or as needed
- Provide detailed client information and updates utilizing the customer relationship management (CRM) software and proprietary data systems
- Follow communication Standard Operating Procedures (SOPs), guidelines and policies

Local and Domestic Travel (10%)

- As directed, take assigned trips throughout the United States to collect refrigerants, assist with large deal facilitation, up to 2 times per quarter, which may include driving long distances or air travel
- Engage with customers from diverse backgrounds for in-person transactions and phone negotiations

Essential Role Requirements:

- You're a proactive self-starter
- You are a sale “hunter” – you can find opportunities in the least likely places and close deals
- You have proven relationship building skills
- You're professional in all business conduct
- Experience multitasking client interactions and navigating CRM software
- Willingness and excitement to learn a new industry
- Clean driving record
- Ability to travel domestically up to 10%, with the confidence to coordinate and execute travel independently and in a timely manner
- Ability to lift at least 50 pounds, work remote, in collaborative office setting and occasionally in a warehouse environment
- Passion for environmental sustainability and mission to fight climate change

Preferred Role Requirements:

- 2 years of customer service-related work experience
- Some experience analyzing qualitative and quantitative data
- Proficiency in Spanish

Tradewater offers a competitive salary \$50k - \$55k and medical, dental, vision, generous PTO and 401(k). An initial phone screen meeting will be held with qualified candidates, followed by two rounds of in-person interviews and discussions with Tradewater’s leadership.

Please complete the application to be considered – click the link below.

<https://tradewater.applytojob.com/apply/ouDI2Cy4VA/Environmental-Program-Associate-Chicago?source=TW+website>