Job Title	ITAD Solutions Consultant
Location	Renton, WA, Hybrid
Classification	Exempt/Full Time

Job Purpose

Drive new business development and account growth within Oregon and Idaho for CTL's IT Asset Disposition (ITAD) division. This position focuses on building relationships with enterprise and public sector clients to provide secure, sustainable, and profitable ITAD solutions. An ITAD Solutions Consultant is responsible for prospecting, qualifying, and closing opportunities while collaborating closely with internal operations, logistics, and account management teams to ensure excellent client experience.

Essential Job Duties

- Identify and develop new business opportunities within assigned territories.
- Research target markets including higher education, healthcare, finance, enterprise, and public sectors to identify potential clients.
- Build and maintain relationships with key decision-makers to understand business needs and develop tailored ITAD solutions.
- Manage a robust sales pipeline from prospecting through deal closure using CRM tools (NetSuite, Zoho, or equivalent).
- Collaborate with logistics and operations teams to ensure accurate pickup scheduling, asset tracking, and reporting.
- Respond to RFPs and bid requests in collaboration with the ITAD leadership team.
- Prepare and deliver presentations and proposals to clients that align with CTL's ITAD service offerings and sustainability goals.
- Negotiate contracts and pricing to ensure profitability while maintaining long-term customer satisfaction.
- Provide post-sale support and partner with internal teams to resolve client issues and ensure smooth project delivery.
- Track performance metrics and submit regular reports on sales activity, pipeline status, and market insights.
- Represent CTL at trade shows, industry events, and client meetings.
- Maintain awareness of competitor offerings, market trends, and regulatory requirements in the ITAD industry.
- Other responsibilities as assigned.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

Qualifications

- 3+ years of B2B sales or business development experience, preferably in ITAD, technology resale, or recycling sectors.
- Demonstrated ability to manage complex sales cycles and close deals with enterprise or public sector clients.
- Strong understanding of IT hardware lifecycle, logistics, and data security compliance.
- Excellent communication, negotiation, and presentation skills.
- Proficiency with CRM platforms (NetSuite, HubSpot).
- Ability to work independently in a remote environment while maintaining collaboration with internal teams.

Working Conditions

The role involves regular computer and phone use and occasional warehouse or client site visits requiring safety gear.

Position Type/Expected Hours of Work

This is a full-time position, hours of work and days are Monday through Friday, 7:30 a.m. to 4:00 p.m. Occasional evening and weekend work may be required for trade shows and client engagements.

Travel

Up to 10% travel within the Oregon and Idaho territories for client visits, trade shows, and site assessments.

Physical Requirements

The physical demands of this role include regular use of a computer and phone, and occasional lifting or handling of IT equipment up to 25 lbs when assisting with site visits or audits.

Direct Reports

This is currently an Individual Contributor position.

Competencies

- **Trusting:** Communicates transparently with clients and colleagues, setting clear expectations and following through on commitments.
- **Resourceful:** Finds creative solutions to client needs by coordinating sales, logistics, and technical resources.
- **Accountable:** Owns pipeline health, client satisfaction, and revenue targets.
- **Innovative:** Identifies new markets, services, and approaches to grow CTL's ITAD footprint.
- **Team-oriented:** Collaborates across departments to ensure seamless customer experience and long-term relationships.