



President

Atlanta, GA

<https://whiteglovesjunkremoval.com/>

THE COMPANY

White Gloves Junk Removal and Dumpster Rental Services (White Gloves) is a young, family-owned company with tremendous potential for growth. It launched in 2018 removing junk from residences and then expanding to provide dumpster rental services. With margins significantly higher in the latter, the owners are pivoting the company to focus on commercial waste management services with the goal to own 80% of the Atlanta market in five years.

With revenues of \$600K and a staff of six, the company is making rapid inroads in the Atlanta market. It currently owns four single axle trucks with the Switch n Go system and 50+ dumpsters also on Switch n Go. While the equipment is lite to medium duty with a capacity of 20 and 30 Cubic yards, the plan is to invest in heavier duty trucks and dumpsters as the commercial client base grows.

THE POSITION

The President of White Gloves (President) will report to Gavriel Dzhanov, owner, and will be charged with doubling revenues in the first year by developing commercial clients. S/he will also grow the existing team of six as required to continue to provide exceptional client service.

RESPONSIBILITIES & DUTIES

- Grow the revenues substantially by building and servicing a solid list of commercial clients in Atlanta.
- Recruit, train, motivate, and manage staff.
- Monitor the marketplace to continuously position White Gloves to take advantage of opportunities.
- Develop, implement, and manage customer satisfaction programs to continually improve satisfaction ratings.



REQUIRED QUALIFICATIONS, KNOWLEDGE AND ABILITIES

5+ years in a sales and management leadership role, ideally in waste management and/or transportation. Proven success in growing sales and delivering quality service. The winning candidate will be results-driven who thrives on a fast-paced environment. S/he will have proven success in business development, deploying a variety of tools to generate new leads and relationships.

- **Analytical Skills**

- Demonstrates attention to detail.
- Finds opportunities to optimize resources.

- **Communication Skills**

- Presents clear and logical communications to all audiences.
- Strong presentation and negotiation skills.

- **Leadership Skills**

- Dynamic leader who motivates the team.
- Strong business acumen.
- Bias to action and accepts responsibility for the results.

- **Other**

- Bachelor's degree desired but not mandatory.
- Highly motivated to achieve in a collaborative manner.
- Previous experience in family-owned business a plus.

APPLICATION PROCESS

All inquiries, nominations and applications are to be directed to WG@dubrof.com. Applications should include a letter of interest and resume in MSWORD. Please indicate in your cover letter where you learned of the opportunity. NO PHONE CALLS PLEASE. Only those candidates invited for screening will be contacted.

White Gloves is an equal opportunity employer and does not discriminate against employees or qualified job applicants based on race, religion, color, sex, age, national origin, disability, veteran status, marital status, sexual orientation, gender identity, genetic information, or any other status or condition protected by applicable law. The above statements are intended to describe the general nature and level of work and



are not intended to construe an exhaustive list of all responsibilities, duties, and skills required. Employee may be required to perform duties outside of normal responsibilities as needed.