

Enterprise ITAD Sales Rep

ITAD services · Hyperscaler, neocloud, colocation & large enterprise data centers

Exact Asset is an AI-native asset lifecycle platform — machine-vision grading, digital asset passports, RFID/RTLS tracking, and chain-of-custody — built for data-center and enterprise IT environments.

THE OPPORTUNITY

You've sold ITAD into the hardest rooms — hyperscalers, neoclouds, colocation, and large enterprise data centers. The wall you keep hitting is that commodity ITAD all sounds the same. This role lets you sell something genuinely different: ITAD backed by an AI-native asset-intelligence platform that gives your customers real-time visibility, verifiable chain-of-custody, and materially better recovery. You bring the relationships; we give you a pitch that wins on more than price.

WHAT YOU'LL DO

- Sell Exact Asset's full ITAD and asset-recovery services into hyperscaler, neocloud, colocation, and large enterprise data-center accounts.
- Own the cycle end to end — from first conversation to signed program — and expand accounts into multi-site, multi-year engagements.
- Lead with the customer's problem (loss, data risk, recovery, compliance, ESG reporting) and close on the platform's edge.

WHAT YOU BRING

- Enterprise ITAD / asset-recovery sales experience with a book of relationships across data-center operators, hyperscalers, neoclouds, or colos.
- Command of the buying issues that matter: data security and sanitization (R2v3, NIST 800-88), decommission logistics, residual value, and chain-of-custody.
- The credibility to sit across from infrastructure and security leaders and be taken seriously.

YOUR EDGE AT EXACT ASSET

- ✓ A differentiated, platform-backed ITAD story
- ✓ Machine-vision grading and digital passports competitors can't match
- ✓ Real-time asset intelligence and chain-of-custody your customers can see
- ✓ A company moving at the speed of the AI build-out, not a legacy processor

HOW IT WORKS

Competitive base plus uncapped commission, structured to reward production, with accelerators for the programs you land and a clear path to grow your territory. Compensation is discussed confidentially. Remote; Austin HQ; travel to accounts and sites.

Talk to us — confidentially

Currently seated but curious? These conversations are confidential — no résumé needed to start. Just tell us what you trade and who you know.

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Meeting at the ITAD Summit — reach out and we'll step off the floor for 20 minutes.