

**Job Title:** SALES MANAGER/BUSINESS DEVELOPMENT MANAGER

**Territory:** NORTH MIDLANDS including Birmingham (above M6), Telford, Stoke & Leicester.

**Salary:** Basic £30-£35k + uncapped commission scheme (to enable circa £60k OTE), fully expensed company car (BMW 3 series or equivalent), laptop & phone

*An exciting opportunity to join a rapidly growing, well established waste management company.*

#### **THE COMPANY**

Forward Waste Management is a dynamic and focused company providing innovative and value-added waste management services, primarily focused towards the manufacturing sector.

Privately owned and established for over 15 years, the company is a successful formation of three trading divisions achieving £8m annual revenue through a 40-strong team of highly competent and dedicated qualified waste managers, engineers and support staff. We serve an enviable client list of well-known blue-chip brands, our fast paced, service excellence led business always looking to stay ahead of industry trends and competitors. The company currently manages a wide array of disciplines including sales, marketing, service delivery and contract management through a combination of in-house and outsourced truck fleet facilities and fully licensed waste transfer operations. The company also manages its own sizeable equipment rental fleet, supported by integral workshop facilities equipped for a wide range of welding and fabrication, refurbishment and repair services, from its 50,000 sq. ft. facility based at Cardiff.

#### **THE ROLE**

Reporting directly to the Sales Director, the role will entail all aspects of business generation from medium to large commercial / industrial waste stream producers.

#### **DUTIES WILL INCLUDE:**

- Prospect account generation and analysis
- Conducting site waste audits and surveys
- Liaison with colleagues to define most suitable options to be offered
- Proposal writing and presentation to companies
- Gaining contract award followed by service roll out
- Sales management reporting against defined sales and contribution targets and KPI's

#### **SKILLS & EXPERIENCE REQUIRED**

- Ideally degree qualified
- Previous successful sales experience preferably within waste management, but otherwise within industrial business to business applications
- Excellent written and spoken communication skills, being able to construct and present clear and compelling business cases

- Negotiation at all levels of an organisation, especially at Board level

**THE IDEAL CANDIDATE**

- Results driven and motivated by success
- Solid sales skills with demonstrable business to business sales success at senior level
- Inquisitive and incisive with a lateral thinking attitude
- Clear communicator with the aptitude to gain trust and confidence of both clients and colleagues
- Focused on and aware of attention to detail
- Able to work unsupervised and to successfully complete tasks within tight deadlines.
- Will adapt comfortably working both independently and as part of a team
- Able to multi task and to simultaneously manage a portfolio of prospect accounts at different stages of the sales cycle
- IT literate, within Word, Excel and Powerpoint

**Please forward a copy of your CV and a covering letter stating your current salary to [hr@forwardwaste.co.uk](mailto:hr@forwardwaste.co.uk)**

**NO AGENCIES PLEASE.**