

Job Title: SALES MANAGER/BUSINESS DEVELOPMENT MANAGER

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

Salary: Basic negotiable + 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 licenced 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 Managing 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

Previous successful sales experience within waste management, but otherwise within industrial business to business applications preferred

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

Ideally degree qualified

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 wendy@forwardwaste.co.uk

NO AGENCIES PLEASE.