

- Job Title:** Sales Manager / Business Development Manager
- Territory:** South / South West England covering Gloucestershire, Swindon, Bath and Bristol Ideally residing within your patch.
- 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**

- 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

To apply for this role, please forward a copy of your CV to [hr@forwardwaste.co.uk](mailto:hr@forwardwaste.co.uk)

**No Agencies**

*Please note that all information received by Forward Waste Management as part of the recruitment process will be deleted and / or destroyed after 3 months from when you are sent the outcome of your application. If you would like us to retain your details and application information on file after this period for any future potential roles please contact the HR Department via email: [hr@forwardwaste.co.uk](mailto:hr@forwardwaste.co.uk) to confirm your consent. You are free to withdraw your consent at any time by way of emailing.*