

**Job title:** Technical Manager (Industrial Chemist)  
**Location:** South Wales or Bristol based  
**Hours:** 42.5 hours per week, Monday – Friday. 8:30am – 5:00pm  
**Salary:** Negotiable dependant on experience, plus commission  
**Reporting to:** Sales Director

#### **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:**

An exciting opportunity to join a growing Company has arisen within Forward Waste for Technical Manager.

The role will provide support to FWM Business Development and Account Management teams, providing best practice guidance regarding hazardous waste. In addition, the Technical Manager will also offer consultation to new and existing clients of FWM working with them to find the best solutions for the management, storing, collection and disposal of hazardous waste.

#### **Duties:**

- Supporting the Sales team and account managers on all aspects of technical services provided to FWM customers.
- Dealing with new and existing technical hazardous waste sales enquiries
- Proactively identify new business opportunities with current and new customers
- Conduct and where required support teams with site visits to provide well rounded advice regarding the storage, transport and disposal of hazardous waste.
- Providing a comprehensive service to the chemicals manufacturing industry for all hazardous waste streams, whether solid or liquid.
- Proposal writing and presentation to new and existing clients
- Produce management information for clients when required.
- Provide advice and guidance to internal teams and clients to ensure waste is disposed of in accordance with the respective legislation

- Establish a comprehensive procedure with clients for safe waste disposal of their hazardous waste, identifying any issues or non-compliance and provide innovative solutions
- Generating regulatory paperwork in accordance to including DGL, WMA and Duty of Care notes, this includes management of annual DOC transfer notes for customers across Forward Waste Management.
- Managing the approved supplier list for disposal options plus haulier details which will include updating WM License, PPC permits, exemption certificates and customer hazardous premises registration details
- Build strong sustainable relationships by understand and defining needs of new existing customers
- Ensuring environmental compliance at all times including regular audits of internal systems.
- To ensure that all records required by Statutory Regulation and Company Procedures are maintained
- Training and development of colleagues to advance knowledge of hazardous waste and its disposal
- Support in the drive of a positive Health & Safety culture throughout the business.
- Technical report writing and liaising and reporting to directors
- Ensure compliance to Quality and Environmental Health and Safety (EHS) requirements
- Manage “ad-hoc” business projects as required.

#### **Skills & experience:**

- Ideally with a Chemistry degree or A Level Chemistry
- DGSA, WAMITAB desirable not essential
- Technical Sales experience within the hazardous waste management industry or another closely related field would be advantageous however full training will be provided to the successful candidate. No sales experience is necessary.
- Able to produce targeted results to specific deadlines within a fast-paced working environment
- Excellent written and spoken communication skills, being able to construct and present clear and compelling business cases  
Negotiation experience desirable.
- Focused on and aware of attention to detail
- IT literate; Word, Excel, Sage
- Excellent organisational skills
- Able to think laterally in order to prescribe and deliver innovative ideas and initiatives in line with client’s objectives

#### **The ideal candidate:**

- Confident in approach and dealing with internal teams and customers
- A team player
- Excellent customer services skills
- A problem solver and ability to ‘think on your feet’
- Articulate with excellent attention to detail
- Ability to ‘juggle’ more than one task at any one time
- Hold a clean driving licence with the flexibility to travel

- Inquisitive and incisive with a lateral thinking attitude
- Able to work unsupervised and to successfully complete tasks within tight deadlines

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

**Strictly 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.*