

Job title:	Business Development Manager
Hours:	45 hours per week, Monday – Friday. 8:30am – 5:30pm
Salary:	Negotiable dependant on experience, plus commission: OTE £75,000 - £80,000, Company Car
Location / Sales Patch:	West Midlands & Warwickshire – Wolverhampton, Kidderminster, Birmingham, Solihull, Coventry, Rugby, Nuneaton

The company:

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

We deliver distinct innovation and environmental improvement for our customers by applying the recognized waste hierarchy of minimization, reuse, recycling and eliminating waste to landfill. Long term benefits are achieved through our professional expertise in industrial waste management, our capability in waste handling and processing systems and broad involvement within the national and global environmental arena.

Privately owned and established for over 20 years, Forward comprises three trading divisions with a staff of sixty, £10m revenue annually. Servicing a long-standing client list of well-known blue-chip brands, we are a fast paced, service excellence led business innovating and investing 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 our in-house transport fleet, recycling faculties and our waste handling equipment division, Enviroquip, manufacturing a broad range of waste handling equipment, including, compactors, balers and containers.

The role:

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

Duties:

- 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 awards followed by service roll out
- Sales management reporting against defined sales and contribution targets within focused KPI's

Skills & experience:

- 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

Working at FWM

Our employees are critical to our success and growth. They are at the core of our business, our culture and our values. To manage and support them effectively, we promote group-wide policies that focus on our core values;

- **Trust** - Trust we place in ourselves, colleagues and service partners to deliver our best result every time
- **Preparation** - Ready for each opportunity and prepared to reach further
- **Persistence** - The determination to succeed in each prescribed goal
- **Thoroughness** - Getting it right, every time
- **Creativity** - The freedom to apply lateral thinking to overcome obstacles

Allied to this is our dedication to equality and diversity, health and safety and ethical conduct. The same principles apply to all employees, wherever they are, whatever their role.

As a dynamic and growing business, we benefit from the continual inflow of new skills and ideas. We make sure newcomers are properly integrated into the company by promoting our core values throughout the business. We engage with our colleagues through regular discussion and appraisal, listening to them and valuing their insight - this is the key to high productivity and high retention rates.

We pay particular attention to motivating our people to perform at peak by recognising their achievements and rewarding them appropriately. We value proactive, self-motivated people with ideas, energy and commitment and we encourage them by insisting that no doors are closed, and every voice will be heard.

We have:-

- the right workforce, so our clients benefit from having the right people with the right skills
- a diverse workforce, which gives us a huge range of skill and expertise
- an empowered workforce, who can make decisions and respond to our clients' needs promptly
- a trained workforce, who can do the right job properly and to the best of their ability

To apply for this role, please forward a copy of your CV, along with a covering letter, to 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 to confirm your consent. You are free to withdraw your consent at any time by way of emailing.