

Job Title: Business Development Manger
Location: Field Based – M5/M4 Corridor. Birmingham to Bristol, Chepstow to Swindon
Hours: Monday – Friday, 8:30am – 5:00pm
Package: Competitive salary, Commission, Company car (BMW) OTE: £75k+
Reporting to: Head of Customer Service

The company:

Forward Waste Management is a well-established, dynamic 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 proficiency in industrial waste management, expert knowledge of waste handling and processing systems and broad connections within the environmental arena.

Enviroquip, operates a sizeable waste equipment rental fleet being supported by integral workshop facilities equipped for a wide range of welding and fabrication, refurbishment and repair services, including waste compaction machinery manufacture from its facility based at Barry.

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:

- Identification and conversion of new business prospects
- Market analysis to determine new business prospects
- 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
- Maintain and updating in-house systems

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 to include MS applications and CMS

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.