

## Business Development Manager Waste & Recycling for the Infrastructure and Construction Sectors

Reconomy is the UK's market leader in the provision of outsourced waste management and recycling solutions into the Infrastructure and Construction sectors. The importance for our customers to be able to continually improve their environmental performance through reducing & recycling waste is growing all the time and due to our ongoing success & growth we are now looking for a 'New Business' Development Manager to join our sales team.

We are keen to talk to candidates who have a sound knowledge of 'solution' selling directly to Infrastructure or Construction companies and have a real drive and determination to succeed. Targeting & working with many blue-chip organisations within these sectors, you will be negotiating frameworks to provide our total waste management solution - identifying, developing and securing new business opportunities. So if you are looking for an exciting new role you should read on.

### Ideal Candidate

- Proven experience of new business development into the Infrastructure and/or Construction sectors.
- Previously held a sales role that has been focused on winning new major contracts.
- Proven track record of working with and consistently over achieving challenging sales targets.
- Self-motivated with a results driven attitude.
- Understand a sales process that is 'Solution' led.
- Experience of the waste & recycling industry – particularly if construction waste orientated.

### The Role

- Continually remain abreast of developments within the sectors and businesses.
- National, home based role - we are flexible on location across England.
- Travel and overnight stays as and when required.
- Reporting directly to the Head of Business Development at Reconomy you will be required to embrace and use our new state of the art CRM system – enabling the effective management of sales pipelines.

**Package:** Attractive salary & rewarding bonus scheme

**Contract:** Permanent, full time

**Application:** To apply for this position, please submit your CV and covering letter to Tig Lockton (with salary expectations) preferably via email – [recruitment@reconomy.com](mailto:recruitment@reconomy.com)



**WINNER**



**Company of the Year**



**EY Entrepreneur  
Of The Year™**

*Paul Cox  
Transformational Leader  
2017 Winner*

