

Vacancy: Business Development Manager – Business & Industry Division

Summary

Would you like to join one of the fastest growing companies within the Waste & Recycling Industry?

Reconomy is the UK's market leader in the provision of outsourced waste management and recycling solutions. With a current group revenue forecasted to exceed £250m this year and further developments on the horizon this is an exciting time to join the team and this role will play a vital part in achieving our future goals. The importance for our customers to be able to continually improve their environmental performance through reducing & recycling waste is ever growing and due to our ongoing success & growth we are now looking for a Business Development Manager to join our expanding sales team within our Business & Industry Division.

We are keen to talk to candidates who have a sound knowledge of 'solution' selling and can demonstrate the ability deliver a 'consultative' approach to winning new business contracts but above all, have a real drive and determination to succeed. Targeting & working with blue-chip organisations, you will be negotiating contracts to provide our total waste management solution - identifying, developing and securing new business opportunities.

Ideal Candidate

You will have a robust track record of selling, ideally into the Logistics, Industrial or Hospitality type sectors and now be ready to progress your career further. We will provide training and coaching to develop your career with us if you have the foundations of an excellent Business Development Manager:

- Tenacious with a result driven attitude.
- Understand a sales process that is 'solution' led with great attention to following up actions.
- A real ability to develop business relationships leading to clear growth opportunities.
- Great communication and presentation skills at corporate level.
- Demonstrated track record of working with and consistently over achieving on challenging targets.

The Role

- Targeting an identified customer base to develop into significant revenue generation and growth of market share.
- Continually remain abreast of developments and opportunities within set market sectors.
- 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 CRM system – enabling the effective management of sales pipelines.

Package: Attractive salary & rewarding bonus scheme & benefits

Contract: Permanent, full time

Application: To apply for this position, please submit your CV and covering letter to the Head Office Recruitment Team preferably via email by 25th January – recruitment@reconomy.com

