

Vacancy: Contracts Manager

Department: Business & Industry Division

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.

We are looking for a Contracts Manager to join our Business & Industry division covering customers based across the UK but predominately within the Midlands. This position is vital to ensure that our customers are receiving the most practical and efficient solutions for their waste management needs. You will develop and maintain relationships with key contacts at various levels within the customers' business, regularly reviewing the account and identifying opportunities for further business.

Tasks

- Visit new and existing sites to assess the current waste solution in respect of practical delivery of requirement and value for money.
- Provide proposals as to how these could be improved, demonstrating enhanced service, ease of use and commercial benefit.
- Communicate with client to build credibility and confidence in the Reconomy solution and offer.
- Subsequently visit site to identify variations to the agreed solution and highlight the potential commercial implications if not corrected.
- Develop and maintain a relationship with key contacts and influencers on site.
- Investigate and advise on any issues with service providers.
- Maintain a flow of timely information to the client and Reconomy offices regarding changes or further opportunities on site.
- Resolve any client-related issues or disputes.
- Review site practices and routines to ensure compliance with best practice and relevant legislation.

Experience/Skills

- Solid experience in waste management solutions and best practice would be an advantage.
- Business and customer-oriented team player with ability to form alliances.
- Strong influencing and communication skills at all levels within an organisation.
- Ability to handle and manage high volume of work, short deadlines and travel.
- Independently problem solve.
- Excellent business acumen.
- Fully conversant with Microsoft Office.
- Must hold a full UK driving licence, 25+ for insurance purposes.

Please be aware some overnight stays will be required due to the logistics of the territory.

Location: Midlands

Package: Attractive salary, dependent on experience. Includes car, laptop, tablet & phone.

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 16th April 2019 – recruitment@reconomy.com