

Key Account Manager – Social Housing Sector

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

We have a new opportunity for a Key Account Manager to join the team in a home based position with national coverage. This position will be responsible for seeking opportunities to develop new accounts and business opportunities, forging strong relationships with customers.

Ideal Candidate

- To proactively source and develop new business opportunities
- Negotiate and secure contractual commitment from clients
- Develop business opportunities within customer portfolio, ensuring growth targets are achieved
- Create Key Account Plans for clients
- Create and develop scope of service provision for clients
- Develop and maintain relationships with key contacts within the industry
- Work closely with internal colleagues to ensure smooth service delivery
- Generate appropriate management reports
- Carry out site visits for relationship maintenance and production of proposals
- Management of aged debt of trading accounts with allocated credit controller
- Be prepared for travel and overnight stays as and when required

The Role

- Experience of waste/construction sector would be advantageous, other industries are considered
- Proven track record of developing existing accounts
- Influencing, negotiation and communication skills at all levels
- Ability to manage high volumes of work, short deadlines and travel
- Results oriented approach with a proactive 'can do' attitude
- Excellent communication and problem solving skills
- Customer focused while considering commercial aspects of the business
- Excellent business and financial acumen

Package: Attractive Salary & bonus scheme, car, laptop etc.

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