

Regional Business Development Executive – Waste & Recycling in the Construction 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 Regional Business Development Executive in the West to join our team.

This position provides a fantastic opportunity to develop your career in sales by joining an industry leader with an impressive success story and ambitious future growth plans. You will be responsible for developing business opportunities, primarily from new prospects but also from existing accounts. We are looking for someone who can contribute to our innovative culture through their unique talents and insights - if you have a striking hunger for success and a proven history of winning new business then this is the opportunity for you.

Ideal Candidate

- Previous experience as a Business Development Executive or Field Sales Executive.
- Proven track record of identifying, developing and winning new business in a solution led environment.
- Understanding of the Construction sector and the ability to forge strong customer relationships.
- Ability to manage multiple contracts with short deadlines.
- Focused on results, a driven attitude and used to working with targets.
- Experience of Waste & Recycling is desired.
- Good contacts with construction sector.

The Role

- Home based position covering Region 4 (Wales and West England).
- Regional territory management.
- New business target of circa £1m per annum.
- Database management & generating own sales opportunities.
- Travel and overnight stays as and when required.

Package: Attractive Salary & rewarding 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

