

## Vacancy: Business Development Manager for Business & Industry

The importance for our customers to be able to continually improve their environmental performance through reducing & recycling waste is ever growing and 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 services but above all, have a real drive and determination to succeed. Targeting & working with blue-chip organisations, you will be negotiating contracts and frameworks 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 into Facilities Management or Logistics but are now 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 results driven attitude
- Understand a sales process that is 'solution' led with great attention to following up actions
- A real ability to start meaningful conversations with the right people
- Great communication skills at corporate level
- Demonstrated track record of working with and consistently overachieving challenging targets

### The Role

- Targeting an identified customer base to develop into significant revenue generation
- 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 CRM system – enabling the effective management of sales pipelines

Package: Attractive salary & rewarding bonus scheme

Contract: Permanent, full time

To apply for this position, please submit your CV to Tig Lockton preferably by email - [recruitment@reconomy.com](mailto:recruitment@reconomy.com)