

## Vacancy: Regional Account Manager

Department: Housebuilding

### Summary

Reconomy is the UK's market leader in outsourced waste management and recycling services. Our ability to optimise practical and efficient solutions on site is a unique service offering that distinguishes us from our competitors. We put people first, whether they're our employees, shareholders, or customers. We are looking for individuals who share our people-first philosophy and can help us continually innovate and grow through their insights, innovation and unique talents.

We are looking to recruit a Regional Account Manager, home based, covering predominately Scotland (Region 6). Reporting to the Head of Managed Accounts North, this position is critical to ensure the continued growth of existing accounts and the development of new business relationships.

### Duties

- Ensure healthy growth in line with agreed targets within all the accounts allocated and establish commercially fruitful relationships with key contacts.
- Responsibility for own budget and forecasting of budget expectations to ensure regional targets are met.
- Carry out regular business reviews and site visit appraisals as agreed with the customer.
- Manage aged debt for all relevant accounts/projects in conjunction with the allocated credit controller.
- Maintain your Pipeline on a weekly basis for your customer base to ensure you follow up all of the opportunities, and secure the new business opportunities.
- Identify growth from the existing customer base and to convert these opportunities into tangible results.
- Seek out potential new customers in regions to increase revenue.

### Skills and Experience

- Essential experience of managing and growing customer accounts with a multi-million spend budget.
- Experience working within the waste and/or housebuilder industries is desirable, others are considered.
- Strong influencing, negotiation and communication skills at all levels within an organisation.
- Excellent presentation skills.
- Ability to handle and manage high volumes of work, short deadlines and travel.
- Results oriented approach with a proactive 'can do' attitude.
- Customer focused while considering commercial aspects of the business.
- Build and maintain effective relationships.
- Excellent business and financial acumen.
- Good interpersonal skills and effective communication ability.

**Salary:** Attractive, dependent on experience, car, phone etc.

**Contract Type:** Permanent, full time

**Application:** To apply for this position, please submit your CV and covering letter (with salary expectations) to Tig Lockton preferably via email – [recruitment@reconomy.com](mailto:recruitment@reconomy.com)