



Business Development Manager – (Hazardous Waste) **South East/London** **£-Excellent**

We are working with a UK leader within the hazardous waste export. This role will see generation of new sales growth and will require focus on both revenue and profit generation within the hazardous waste division. You will be responsible for developing new business and managing these accounts effectively. To perform successful delivery to potential customers, from concept to deal closure, mobilisation of new business secured; Develop and generate leads, committing to excellent customer service throughout the whole sales cycle and process; Maximise the sales performance by establishing strong relationships; Strong account management skills; Perform a full analysis of current/future markets and competitive research in order to further develop sales and growth strategy for the Hazardous Waste in alignment with strategic objectives of the wider business; Full responsibility for hazardous waste growth within the core sector of the business in the South; To establish a repeatable sales process shaped by an in-depth understanding of pipeline, business practices, industry trends ; To prepare and present annual business development forecasts; Demonstrate a consultative sales approach; Monitor and report on activities and provide relevant information/reports to the senior management. In order to be considered for this role you will have; B2B sales experience within the hazardous waste sector; Proven track record on target performance; Excellent written and verbal communication skills, including formal presentation and documentation skills; Excellent project and programme management skills, with the ability to work to deadlines in a high-pressured environment; An in-depth understanding of business development processes including bid and proposal management; In-depth experience in managing complex environments and at forecasting and territory planning; Good negotiation skills combined with strong commercial awareness; Strong influencing skills; Hands on and methodical, organised with attention to detail; strong relationship building skills and be a confident networker; Highly organised with the ability to prioritise effectively and to plan and manage own agenda; Highly focused on delivering results and objectives with a strong personal commitment to supporting the business in achieving its goals in a changing environment; Strong PC and technical knowledge and skills with a good working knowledge of the Microsoft packages including Word and Excel; Full UK driving licence.

**For full details, please email a copy of your CV to
Rebecca@Candovergreen.com quoting job ref: RB2418**

