



## Business Development Manager

East Anglia

£Attractive

My client is a World Leading Recycling Company who can offer a vibrant and dynamic environment for a motivated Business Development Manager professional to thrive in. Their employees are the driving force of their success and need an experienced Commercial Buyer/ Sales person to help maximise efficiency, minimise cost and grow the business through business retention and development by procurement and business development. Your responsibilities will be to; grow the business and identify new opportunities in advance of the competition; Generate New business and achieve financial growth; Build, maintain and manage supplier relationships and keep up good communications; Negotiate contracts, improve prices and terms of business with suppliers and review opportunities to make business savings utilising negotiation and procurement best practice tools and methods; Provide support to other Commercial buyers maintaining and gaining new business; Purchase material, in line with specified cost, quality and delivery targets; Develop/Manage accounts on CRM; Reporting and monitoring through the CRM App to drive daily/weekly targets' Act as an interface between suppliers and other relevant departments on purchasing processes and new projects and activities; Work closely with others in the procurement function and review opportunities for continuous improvement and business improvements; Support the overall buying & selling strategy of the group. In order to be considered for this role you will have; proven track record of developing and delivering new business; proven track record of winning/ retaining new business; at least 3-5 years as a Business Development/Sales; must be an entrepreneurial self-starter who is open-minded and enthusiastic.; excellent communication skills/ relationship building; have a can do attitude to pursuing goals and seizes opportunities; strategic thinking: able to develop strategies and plans to achieve strategic outcomes; a full UK driving licence and able to travel and spend nights away from home. This is an excellent opportunity to join a world leader and become part of a winning team

**For full details please email your CV to [Rebecca@candovergreen.com](mailto:Rebecca@candovergreen.com) quoting job ref: RB2433**

