



National Account Manager

Home based (Midlands base preferred)

£-attractive

I am working with a leading waste & resource business that have a role available for a National Account Manager to build long term relationships with Key accounts and increase profitability of the business, leveraging their technology and knowhow to retain and consolidate their customer base. You will develop and execute individual account strategies, manage customer relationships by working with the internal and external teams including business development, operations, trading, procurement and customer services to deliver customers' critical success factors. Other responsibilities will include but not limited too; identify strengths and weaknesses in services, and support business development; define contracts critical success factors, translating these into KPI's to measure the businesses performance; coordinate negotiation of master service agreements and contractual T&C's; develop new service projects and opportunities and support the upsell of projects working with the internal commercial teams; educate, train and coach customer representatives towards environmental excellence; resolve customer issues that are elevated from operations and national accounts customer services team. In order to be considered for this position you will have; a formal Waste Management qualification (desirable); consultative sales approach; proven track record in Account Management; sound level of waste and resource management industry & legislation including treatment technologies; excellent commercial negotiation skills.

For full details, please email a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2490

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