



Business Development Manager

South West

£-Attractive

The Business Development Manager is responsible to implement company strategy as well as 'hands on' business development opportunities with a focus on the RDF/SRF and Municipal Waste sectors and developing the South West region. You will maintain open communication regarding all matters relating to the solid fuels/waste Industry, and maintain a positive working relationship with the leadership team and the various in country and global stakeholders. This senior role will identify and lead business opportunities in the businesses traditional service offerings however you will also drive development of new services relevant to their clients. This is not only a functional business development role but does include operational delivery and responsibility for major contracts. In order to be considered you will have the following experience; Proven success leading and contributing as a technical sales and consultative solutions; must have previously supervised or managed direct reports; exposure to, and preferably operating experience in the circular economy; experience and demonstrated success in working in a cross-border, international, matrix structure organisation; experience selling complex solutions B2B to multinational companies in a relevant, global environment; experience of living/working in an emerging market would be an advantage. Qualifications; Undergraduate degree or equivalent professional certification and experience within the waste industry.

For full details, please email a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2510

