



Business Development Manager

South West

£-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 across the South West region. 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 a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2510

