



General Manager - Built Environment

South East with travel

£-attractive

Reporting to the Managing Director your role will take full responsibility for developing and managing the Built Environment division and to deliver a market leading services and solutions for points of reuse and recycling. Some of your responsibilities will include but not be limited too; Full P&L responsibility for the Built Environment division; With support from Marketing, pro-actively develop and manage opportunities with both existing and new customers; Maintain a CRM database logging all sales activity and provide regular reports on opportunities to the Managing Director; Manage commercial relationships with multiple supply chain partners, ensuring that products are always produced and delivered to the required quality & specification; Work with the Managing Director to develop the Built Environment offering to continually meet evolving customer requirements for points of reuse and recycling. In order to be considered for this role you will have; Proven experience in a business-to-business sales role, selling direct to end user sites and/or brands, or via facilities/property management, cleaning and/or waste management providers; Preferred background in selling recycling bins, reuse stations or similar semi-permanent infrastructure (including furniture, housing & point of sale); Good knowledge & understanding of wood and/or metal fabrication; Ability to effectively convert customer requirements into intuitive, functional & aesthetically pleasing products.

For full details, please email a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2519

