



Senior Key Account Manager (Waste) National Role

£-Attractive

I am working with a leading provider for Hygiene Services across the UK. This is a new and exciting opportunity for an experienced Key Account Manager to be part of a winning team. The main purpose of the role will be managing a portfolio of strategic key accounts and operating at a senior level to understand customers waste management needs. Helping customers to build a business plan by working in partnership with them to grow and retain business through developing mutually profitable relationships and creating long term solutions. Other responsibilities will include but not be limited to; ensure all customers within the portfolio are buying all relevant waste products and service; Deliver up-to-date and compliant waste collection services, via contracted services, and to make sure all opportunities of offering sustainable waste services to the client base are achieved; Knowledge and experience of working with current waste legislation and be able to advise clients on the services required to ensure their own compliance with waste collections and disposal; Achievement of annual new business turnover and margin target; Present and gain agreement from customers that add value, continuous improvement and innovation both for customers and the organisation; Build strong working partnership across all areas of the business and gain a clear understanding of the customer's organisation and their needs; Ensure that the customer experiences the best and most appropriate level of support and service and that ultimately to the customer reflects a single joined up team approach; Work with the Tenders team to produce final bids and documents to the customers; Generate timely management reports as required that will include pipelines, current portfolio revenue, identifying risks and opportunities with action plan to support; Ensure clarity with all stakeholders, with a proactive approach to service management; Work proactively with your portfolio, with a planned schedule of visits, using reports and information to keep the customer up to date, ensuring that you get the most from your visits and calls. In order to be considered for this role you will have; proven service or sales professional operating at the minimum of key and high value account level. A growth track record in a B2B sales/service environment (service or consumables), with a strong level of commercial acumen, gained from senior account management or large/key sales background; Strong knowledge of the Waste sector; Highly developed selling skills with excellent communication skills both F2F and written, with the interpersonal skills to influence other parts of the business; Ability to work on own, planning diary and working autonomously within your defined role; Experience managing the waste side of large key accounts; High levels of energy, commitment, and tenacity with a strong understanding of the sales/service process and large accounts processes and buying behaviours; IT literate, with an emphasis on using technology to be effective and productive; Good at strategic planning and day to day organising skills, high in initiative and problem-solving skills; Full UK clean Driving License; Ability to travel regular/daily within the UK (occasional overnight stays); Advanced DBS (CRB) or happy for the client to check on offer of employment due to areas visited.

**For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2532**

