



Process & Project Engineer

South West

£-Excellent

We are working with a World Leading Recycling company who have the requirement for an experienced Account Manager to support business growth in their Industrial Services team within the South West region. The successful individual will play a key part and help drive strategy forward, progressing towards group-wide net-zero carbon emissions by 2040. Your contributions will truly make the world a better place. As a Regional Account Manager, you will effectively manage a diverse range of clients including major B2B blue chip contracts. You will have the ability to maintain and develop existing customer relationships whilst developing new opportunities. Your proven track record will show that you have the ability to create new leads and to see them through the full sales cycle from the initial contact, contract negotiation to the contract win. This role will increase business performance and improve efficiencies with a focus on core business retention of key accounts. This is a fantastic opportunity for someone who has a passion for people and enjoys establishing strong and lasting customer and supplier relationships. Some of your responsibilities will be but not limited to; Ensure service delivery meets agreed customer expectations; To work with sector head in developing and implementing growth strategy for region; Build strong relationships with the customers, suppliers and colleagues; Generate reports for senior management on current performance and future initiatives; Identifying opportunities, and collaborating on the strategy to maximise company performance; Maintain and develop relationships with key accounts; Identify new business opportunities and be able to negotiate at director level; Collaborate with key pillars of the business; commercial, operational and transport teams to ensure excellent customer service; Communicate with customers all / any changes to service levels and ensure feedback is acknowledged and actioned; Ensuring the CRM is kept up to date with all relevant information daily; Being part of any improvement plan for business development performance. In order to be considered you will have; a solid track record in winning/ retaining new business; strong achievement in Account Management; You will be an entrepreneurial self-starter who is open-minded and enthusiastic; You have a solid background of contract mobilisation/ management; Demonstrable knowledge of the recycling industry.

For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2546a

