



Trading Sales Manager

National

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I am working with leading waste resource business that has an exciting opportunity for a Trading Sales Manager. This is a new post to support their growth ambitions in the UK Market, responsible for the management of trading sales activity and consolidation of our market position in the UK. The post has specific responsibility for liaison with suppliers and customers, identification of new business opportunities, and maintaining an understanding of developing and emerging market trends. The successful candidate will display business acumen, analytical thinking, commercial understanding, strong negotiation, leadership, and excellent communication skills. The main responsibilities within this role will be but not limited too; Manage sales process for depot materials (paper and plastics); Manage Trading Sales Admin team (North West); Process and action sales enquires in relation to materials from the various business units; Assist with grading of plastics generated within the business; Developing new outlets for plastics sales within the UK; Communicating with internal and external customers; Manage and build on relationships with their existing sales outlets; Developing new outlets for plastics sales within the UK; Undertake site visits as required; Any other duties identified by your line manager, commensurate with the role. In order to be considered for the role you will have; 3 - 5 years' experience in the recycling industry; Knowledge of plastic grades; Bachelor's degree or equivalent qualification; Excellent communication and IT skills - with the ability to communicate at all levels, including senior executives, both within internal and external customers; Strong written, verbal and presentation skill; Demonstration of a sound level of Waste and Resource Management industry & legislation knowledge; ability to work under pressure to hit targets; Excellent commercial negotiation skills; Results driven and tenacious; Commercially astute and aware of market trends and competitor activities; Attention to detail and accuracy; Possess full driving licence.

For full details, please email a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2590

