



Trading Sales Manager

National

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I am working with a leading waste resource business who have the requirement for a new business hunter based in the North West. Reporting to the Depot Manager you will be responsible for building new business, and maximising financial growth in key target sectors and markets. You will network at all levels of the organisation, define strategic goals, liaise with business partners and stakeholders, identify new business opportunities and keep up to date with market trends. You will be responsible for but not limited to; identifying and developing new business opportunities, building and expanding the businesses profile and brand in its target geographical sectors and markets; Build market position by locating, developing, defining, negotiating, and closing business relationships; Successfully negotiate opportunities with complex terms and structure; Develop pricing strategy using historical data and financial analysis; Work within the Commercial Department to identify and acquire customers through market segmentation and targeting strategy; Manage the sales process establishing relationships with key decision makers including operations, HSE, and purchasing managers; Assume bid lead status for defined contract negotiations, acting as the senior client interface, undertaking client presentations and developing a strategy based on customer feedback and needs; Maintain knowledge of market trends by reading professional publications, maintaining professional networks, participating in professional organisations; Achieve individual sales targets on a monthly, quarterly and annual basis; Working with other departments and divisions to develop new customer and supplier opportunities in all areas of the business. In order to be considered you will have; Degree level or equivalent education; Waste Management qualification – desirable; Proven track record in new business development and sales; Understanding of the Sales and Tendering process for Private and Local Authority bidding; Demonstration of a sound level of Waste and Resource Management industry & legislation knowledge including new and innovative treatment technologies; Excellent commercial negotiation skills; Strong written, verbal and presentation skills; Commercially astute and aware of market trends and competitor activities; IT Skills, MS Word, PowerPoint, Excel; Possess full driving licence; Excellent communication with the ability to communicate at all levels, including senior executives, both within internal and external customers; People management and development; Ability to analyse the competitive environment and understand market trends; Impact and influence; Exceptional commercial negotiation skills; Innovative and initiative; Excellent strategic thinking demonstrated through in depth research; Analytical thinking; Business intelligence of the business model and competitors; Results driven and tenacious.

**For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2591**

