



Senior Business Development Manager

UK

£-excellent

I am working with a world leading waste resource recycling company who are committed to the circular economy, bringing value to waste and to reduce environmental impact to achieve "Zero Waste". Due to expansion there is the requirement for a Senior Business Development Manager to join their winning team. Based from home but covering the UK, your role will be but not limited to; Identifying new business opportunities, new clients, creating strategies to successfully reach new business opportunities, building relationships with new clients, gauging their needs and developing proposals to address these needs, pitching services to new clients; attending conferences and events to build relationship; creating sales forecasts and actively working towards reaching them; possessing a strong understanding of the company's services, the competition in the industry and positioning; attend regular sales meetings; sales reporting. In order to be considered for this role you will have a solid track record of winning new business within the waste resource industry and therefore you will be financially aware and commercially astute; you will have worked in a senior sales role before and know how to deliver high service levels; create a great customer experience and manage expectations whilst maximising profits; excellent time management skills; UK waste and resource management industry knowledge is essential; strong demonstrable sales experience and previous success is also a must have.

For full details, please email a copy of your CV to rebecca@candovergreen.com quoting job ref: RB2609

Candover
Green