



Business Development Consultant
Glasgow (Regional Travel) £32,500 OTE £62,500

I am working with a leading waste services company who have the requirement for an addition to their sales team based in Scotland. As Business Development Consultant your role will be but not limited to; strategically plan to win new business from new small to medium customers across multiple industries in your territory; Market research, cold calling, make appointments and visit new customers at their premises; Represent the company brand new customers at the appropriate level; Focus on the effectiveness, efficiency and quality of sales activity not just the quantity; Use the CRM system to effectively record, manage and develop opportunities. The right person will ideally be a field-based salesperson with experience in developing a sales strategy to acquire new business from small to medium customers across multiple industries. In order to be considered for this position you will have; Demonstrable experience in delivering against new business growth targets; Proven track record in a strategic hunter sales role; high energy and pace and thrive in a high-pressure sales environment; resilience and be tenacious in your approach to winning new business; High professional and personal standards; be decisive and resilient; Someone who can challenge, respectfully, constructively and effectively; A valid UK driving licence; A security check or be willing to get one.

For full details, please email a copy of your CV to rebecca@candovergreen.com quoting job ref: RB2629

