



Internal Sales & Bid Manager

North West / Hybrid

£-Attractive

My client is a rapidly expanding waste resource business who has an exciting new role available for an internal sales & bid manager to provide a solid commercial lead for the Operating Divisions of the Group. This role, combining sales support, data reporting and CRM management will help drive consistency across the Commercial team to ensure everyone stays focused and guided towards shared ambitions for the business. Within the Commercial team, this role will be the heartbeat of the group, aiding the team with access to systems and information key to them being successful against their business and personal KPIs. Some of your responsibilities will be, but not limited to; Customer Relationship Management System (CRM); Oversee the development of the CRM system into a workable tool that can be relied upon to capture sales information and produce meaningful reports; Be pivotal in using the system to ensure accurate and relevant information is up to date in order nurture existing customers and win new opportunities using this tool; management of the CRM which is essential to allow the business to grow in line with set targets, budgets and business plans; Drive CRM engagement across the business to ensure all data is captured and employees use this accurately; Seek the team's views, understand how other companies get the best from their CRM, and share this valuable information with the broader team to allow them to get the very best out of this valuable tool. Develop and issue reports to the wider sales teams to enable them to use factual live data within their decision-making processes; Administration of the CRM setup, including user management and permissions, ensure the team has real-time access to everything they need; Support and train the commercial teams in the use of the CRM system so they can identify, manage, develop and ensure all data is up-to-date, accurate and 'clean', so it can be exported, if required, to any future CRM platform; Provide reports and Bid management information for the use of the whole of the Group; Access all tender portals that the business is subscribed to daily, and share all relevant documents with timelines and requirements to the Commercial management team; Work closely with the commercial team to write their bid and tender submissions; Create a timetable/pipeline review for all tenders so employees know when they will back 'on-cycle' for the next series of bids, i.e. 2026; Collate scores and results in order to map and improve all submissions going forwards won/lost - reasons why; Account Management of key customer accounts, ; Working with the Head of Marketing, building templates for quotes and tenders, and ensuring the documents follow the brand guidelines; Liaise with the Group marketing lead in more comprehensive strategic project work, critical to the business delivering its 1,3 and 5-year growth plans; Manage and post periodically on Social media platforms; Deal with all marketing requirements for the business, such as business cards, promotional items, and coordination of web enquiry traffic; Manage the pipeline of new contracts for review, ensuring teams are focused and meet deadlines; Support the Commercial Director with the day to day co-ordination, support and structure of organising a mobile commercial sales team. In order to be considered for this role you will have; proven 5+ years working in the waste management industry including hazardous and industrial services; Ability to effectively manage the demands of multiple Sales teams; Ability to read and digest commercial contracts and highlight risks; Be a strong team player and be able to work at a variety of levels across the whole business.

For full details, please email a copy of your CV to rebecca@candovergreen.com quoting job ref: RB2680



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