



Head of Hazardous Waste

UK (with travel)

£-Excellent + benefits

My client is a leading waste resource business who are looking for an experienced Head of Hazardous waste to add value to their growth activities by identifying new commercial opportunities and managing customer relationships, driving and leading a team to hit business goals and targets. You will keep abreast of trends and market conditions, lead and influence commercial markets, Government bodies and authorities within the sector by upselling the businesses expertise in the industry. Some of your responsibilities will be but not limited to; developing and implementing commercial strategies, driving company goals and objectives targeted to accelerate growth; conducting market research and analysis, create detailed fully budgeted business plans on commercial opportunities (expansion, business development); take the lead in understanding and managing the requirements of existing customers ensuring they deliver first class products and services; lead and drive the strategy to attract the growth of new customers and manage client relationships; build and maintain profitable partnerships with key stakeholders; engage and drive on-time profitable delivery through the diverse teams (marketing, sales, customer service); drive and lead the performance of commercial activities demonstrable through key metric deliverable reports to the senior management team; ensure contracts and quotes are unambiguous, clearly and formally documented, filed centrally to make a sound return on investment and signed off at the appropriate level; key responsibility for the recruitment, development, motivation, training and leading of the hazardous waste team; ensure the sales team have clearly defined direction, are motivated to deliver against well laid out key performance indicators and targets.; aid and mentor the sales team to convey legally compliant, safe solutions to customer needs from a variety of industries in a clear concise and understandable way; manage costs and all factors affecting the profitability of the business; participate and share in the development of the business and site operations to improve future performance and/or compliance; be a key stakeholder in the management and development of off-take opportunities for the business; to be a significant contributor to the current and long-term direction of the business, working very closely with the Senior Management team. In order to be considered you will be; A seasoned professional within the waste management sector, being a strong influencer both internally within a business, as well as being know to external interested parties as a reputable leader within this sector; Minimum of 5 years sales leadership management experience, working within hazardous waste or similar industry; Previous experience of working in a fast paced and diverse environment, requiring a dynamic and adaptable nature with an excellent commercial and marketing background; Customer facing experience and accustomed to receiving unexpected demands and tasks with unscheduled or unspecific deadlines; Excellent organisational and leadership skills; Demonstrable experience of engaging, leading and driving the performance of people; Outstanding communication and interpersonal skills; Proven experience in sales and managing relationships with key clients; In-depth understanding of market research methods and analysis; Solid knowledge of performance reporting and financial/budgeting processes; Commercial awareness partnered with a strategic mind-set; The ability to communicate effectively with individuals and groups – both written and oral including the ability to present at all levels; A working knowledge of all relevant UK statutory legislation, Company policy and procedures – covering Health and Safety, Employment Law, Environmental and Transport Regulations; Working knowledge of the sales IT programs necessary to record input/output of key tasks; A high level of commitment, the ability to work under pressure and meet strict customer and company deadlines; Experience of budget preparation and control.

For full details, please email a copy of your CV to rebecca@candovergreen.com quoting job ref: RB2681



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