



## Head Of Local Authority (Bids)

South East

£-attractive

Reporting to Head of Commercial the purpose of the role is to take full ownership and drive the business development and growth of the local authority function of this waste resource business. Focusing on new business initially, the successful candidate will take full control of the complete local authority tendering process from identification of opportunities through to bid management and ultimately account management. Some of your responsibilities will be but not limited to; Exceed performance objectives in line with KPI's for new business and activity; Create, develop and manage the pipeline to identify current and future opportunities; Create and develop strong working relationships with potential local authorities; Develop and manage Annual Business Plan, Strategy and contribute to budget planning; Submit all reports in a timely manner as directed by the Head of Commercial; Attending sales meetings as directed; Manage the LA function with regards to travel planning and meetings, being mindful of effective time management; Monitor competitor activity and market conditions reporting key activity, developments, and issues as necessary; Account manage and develop the existing customer database of local authority customers with a view to account retention and growth; Develop and articulate an effective proposition.; Attend relevant seminars, conferences and other industry specific events as required; Conduct professional customer appointments, achieving a comprehensive understanding of customer requirements and maximising sales opportunities; Manage the complete bid process from pre-engagement through to contract sign or assessment; Deliver customer service excellence and innovation in our proposals; Working to tight deadlines, ensure timely delivery of compliant and commercially sound bids; Understand and tailor bid applications appropriately, creating bespoke responses for each customer. In order to be considered for this role you will have; Local authority bidding experience in managing bids from start to finish.; Food / organic waste or waste experience background; Excellent Commercial acumen; Communication and relationship building skills; Willingness to Travel throughout England; Ability to work under pressure; Working knowledge of local authority tendering portals; Working knowledge of local authority account management; Knowledge of the Organics waste industry a considerable advantageous.

**For full details, please email a copy of your CV to [rebecca@candovergreen.com](mailto:rebecca@candovergreen.com) quoting job ref: RB2696**



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