



Business Development Manager **Midlands/North East**

£-excellent

I am working with a successful sustainable waste management company with a nationwide reach who have an exciting opportunity available for an experienced business development manager to assist with business growth across the Midlands/North East. With a focus on environmental sustainability and technological innovation, we're ready to respond to your waste management challenges now and in the future. The Business Development Manager will be responsible for identifying and pursuing new business opportunities, developing and maintaining relationships with prospective clients, planning and executing new business activities to reach target markets. The Business Development Manager will also collaborate with cross-functional teams to ensure successful end-to-end service delivery. In order to be considered for this position you will have 5 years' of experience in Business Development or Sales in a related field; Proven track record of successful business development; Excellent communication and interpersonal skills; Strong analytical and problem-solving skills, with the ability to identify opportunities and effectively evaluate potential solutions; Experience in waste management, sustainability, or environmental services; Ability to work effectively in cross-functional and collaborative teams; Self-motivated with the ability to work independently with minimal supervision; Flexibility to occasionally attend events outside of regular business hours; able to manage multiple projects effectively; excellent negotiation skills with a consultative sales approach. A full UK driving licence is required.

**For full details, please email a copy of your CV to rebecca@candovergreen.com
quoting job ref: RB2704**

