

Vacancy: Business Development Executive

Summary

Reconomy is the UK's market leader in outsourced waste management and recycling services. We put people first, whether they're our employees, shareholders, or customers. We are looking for individuals who share our people-first philosophy and can help us continually innovate and grow through their insights, innovation and unique talents.

We are now looking to recruit for a Business Development Executive (National Service Team) based at the Reconomy offices in Telford. This position will predominantly be responsible for developing and increasing the spend value of customer accounts.

Duties

- To proactively identify opportunities to upsell/cross sell the Company's products and services, converting these into bookings.
- Proactive outbound B2B cold calling.
- Building relationships with inactive customers.
- Responsible for a portfolio of accounts, targeted with identifying sales opportunities and increasing spend.
- To have responsibility for GP targets.
- To record, update and maintain customer data and customer interaction on the Company's bespoke system.
- Working closely with the Account Coordinators to ensure smooth mobilisation of new accounts and conversion from enquiry through to booking.
- To establish a working relationship with the designated customers and business contacts.
- To raise quotations for products and services.
- To accurately process and complete Purchase Orders.

Skills and Experience

- Previous experience cold calling and achieving sales targets.
- Good understanding of GP and margins.
- Persuasive in approach, with a genuine passion for sales.
- Experience of working within waste/construction sector would be advantageous.
- Excellent communication skills and telephone manner.
- Fully conversant with Microsoft Office.
- GCSE or equivalent Maths and English.
- Enthusiastic, driven and passionate.
- Responds well to pressure.

Package: Attractive salary with commission

Contract Type: Permanent, full time

Application: To apply for this position, please submit your CV and covering letter (with salary expectations) to Tig Lockton preferably via email – recruitment@reconomy.com