

Regional Business Development Executive – Waste & Recycling, Construction Sector

Reconomy is the UK's market leader in the provision of outsourced waste management and recycling solutions into the Housebuilding & Construction sectors. The importance for our customers to be able to continually improve their environmental performance through reducing & recycling waste is growing all the time and due to our ongoing success we are now looking for Regional Business Development Executives to join our sales team.

These positions provide a fantastic opportunity to develop your career in Sales by joining an industry leader with an impressive success story and ambitious future growth plans. You will be responsible for developing business opportunities from both new prospects and regionally based existing accounts. We are always on the lookout for like-minded people to join our team who want to contribute to our innovative company through their unique talents and insights and if you have a striking hunger for success and a proven history of winning and developing new business then this is the opportunity for you.

Ideal Candidate

- Previous experience as a Business Development Executive or Senior Sales Executive.
- Proven track record of identifying, developing and winning new business.
- Understanding of the Construction sector and the ability to forge strong customer relationships.
- Ability to manage multiple contracts with short deadlines.
- Focused on results, a driven attitude and used working with targets.
- Experience of Waste & Recycling processes will be an advantage but is not essential.

The Role

- Home based positions, we are flexible on location across England.
- Ability to manage a portfolio of 60 accounts with a combined value of approx. £1.5m.
- New business target of £5m per annum.
- 20-25% growth year on year.
- Travel and overnight stays as and when required.
- Good contacts with construction sector such as; plant hire, materials suppliers, demolition etc.

Package: Attractive Salary & bonus scheme, commission, car, laptop etc.

Contract: Permanent, full time

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