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| **Job Title** | National Business Development Manager  |
| **Reports to**  | Head of UK Sales C&D |
| **Business/Function** | Sales  |

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| **Purpose**We are seeking a dynamic and driven individual to join our sales team as a National Business Development Manager. This role involves managing and developing business opportunities, growing the sales territory, and contributing to the overall development of the company. |

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| **Key accountabilities*** Proactively and reactively sell profitable new business to meet and exceed set targets.
* Manage and grow a sales territory, ensuring business retention and development of existing customer accounts.
* Build and maintain strong, long-lasting customer relationships, acting as the primary point of contact between the company and our customers.
* Liaise directly with the management team across the business from depot level upwards.
* Oversee the timely and successful delivery of company solutions according to customer needs and objectives.
* Collaborate with the Head of Brokerage UK to identify new business opportunities and ensure growth attainment.
* Conduct account planning review meetings and report progress to line management.
* Maintain accurate, current, and up-to-date account records.
* Handle sales prospecting and pricing negotiations across your territory.
* Work closely with the Brokering and Customer Service teams to ensure customer satisfaction and problem resolution.
* Perform reasonable ad-hoc duties as required.
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| **Experience*** Proven track record in sales, particularly in selling contracted services.
* Passion for sales with a history of consistently overachieving targets.
* Strong background in new business sales and account management.
* Background knowledge of the waste industry is desirable
* Excellent communication and negotiation skills.
* Ability to monitor competitor activity and adapt strategies accordingly.
* Strong organisational skills with the ability to manage multiple tasks and priorities.
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*Beauparc aims to attract and retain a skilled and diverse workforce that best represents the talent available in the communities in which our assets are located and our employees reside.*

*(DE&I Policy Statement)*