

CORPORATE BUSINESS DEVELOPMENT MANAGER



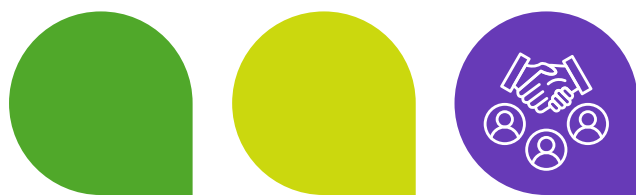
We are currently recruiting for a full-time Corporate Business Development Manager to join our dynamic team based in Newark, Nottinghamshire. This is a great opportunity for an accomplished Business Development Manager within the waste industry who has extensive experience of achieving/exceeding sales growth in line with company, departmental and individual targets.

ABOUT THE ROLE

The Corporate Business Development Manager is responsible for researching, engaging, and developing new business from existing and new sales verticals to grow revenue and profit for Greenzone achieving or exceeding the sales/ margin target.

Main responsibilities include but are not limited to:

- Identifying, qualifying (including customer financial due diligence), pursuing, and capturing new business pipelines (using the Sales & Marketing Strategy).
- Achieving sales growth in line with the company, departmental and individual targets.
- Identifying customer needs and working with other departments to deliver the right solutions.
- Preparing quotations and tender submissions reflecting the full Greenzone market proposition.
- Building and maintaining a live customer and prospect bank with credible forecast – using the Company CRM system.
- Planning personal sales activity effectively with regular prospect and customer contact – face to face meetings, calls, and email communication.
- Self-generating credible leads for prospecting.
- Contributing content and ideas for marketing and sales campaigns.
- Supporting the Head of Sales and collaborating with Operations and Supply Chain to develop operational and supply chain processes to improve performance and maximise growth.
- Positively representing the Company, ensuring the Greenzone market proposition is compelling and relevant.
- Being an external champion of Greenzone.
- Staying abreast of latest waste management trends and sector developments including attending industry and sector relevant trade shows and exhibitions as necessary.
- Attending and representing trade shows, networking events etc. for net new business acquisitions as required.
- Building productive relationships with key stakeholders across the business.
- Performing all duties in line with Company core values, mission, and values.



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ABOUT YOU

Skills:

- Commercially astute
- A self-starter, building own pipeline, using initiative and creativity.
- Confident and excellent communicator (internally and externally).
- Excellent customer support skills and ability to gain confidence of the customer.
- Good analytical skills (including competent Excel skills).
- Good organisational skills.
- Ability to work collaboratively but to lead a team to complete a sale.

Experience:

- Proven track record of achieving or exceeding sales targets as part of a dynamic sales environment.
- Experience of working in the waste management sector.

Qualifications:

- Member of CIWM (desirable).
- Bachelor's degree or equivalent.
- Good understanding of environmental and contract law.

Other:

- Driver's license.
- Willingness to travel and stay away from home.

BENEFITS

- Competitive salary and benefits
- Company Pension scheme and Life Assurance scheme
- Hybrid working options available
- 25 days annual leave per year, plus bank holidays
- Career development and training opportunities
- Eatzone – our on-site subsidised canteen
- Subsidised gym memberships
- On-site parking
- Employee Assistance Programme

