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**Job Description – Beauparc**

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| **Job Title** | Regional Business Development Manager |
| **Reports to** | Regional Sales Manager |
| **Business/Function** | Sales |

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| **Purpose:**  This is an exciting new senior regional role, created in the wake of our recent successes working on Industrial Estates that demands an energetic, hands-on approach combined with solid strategic thinking to support our ambitious business growth plans. This role is predominantly new business requiring door to door direct sales, networking and gaining referrals selling a total waste management solution regionally. |

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| **Key accountabilities:**   * Business to business canvassing and regional profiling; business to business always presenting B&M in a professional capacity, selling unique features and benefits of our services. * Closing deals for ‘total waste management’ services including equipment, recycling, shredding, and hazardous waste. * Solution based selling; create the desire/need and sell long term, profitable contracts. * Completion of client site risk assessments and site audits * Pre-qualify opportunities to ensure they meet ‘business fit’ and pass credit check. * Collation of accurate prospect information ensuring CRM is updated daily. * Booking appointments with target organisations key management personnel to present the companies proposition highlights features, advantages, and benefits. * Assist the subcontract team(s) with identifying new suppliers to support your sale. * Participation in regional networking events, showcasing B&M Services to potential prospects. * Monitor and report on market and competitor activities. * Completion of weekly KPI Sheet * Attendance and participation in fortnightly/monthly sales meetings * Diary Management and priority planning * Assist Administration and Service Team with implementation of new services. |

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| **Qualifications**  **Essential:**   * Educated to GCSE Level in English and Maths * Full UK Driving License   **Desirable:**   * Externally recognised Sales Training * Competitive, non-work-related award (ie. Sports club) * NVQ in Sales/Business Management * Trained to degree level | **Experience**  **Essential:**   * 18 months continuous employment in sales role * Door to door canvassing * Senior level networking * Worked within waste industry. * Involvement in a roll out of a multi-site solution   **Desirable:**   * Experienced user of CRM * Presentations at Board Level |
| **Skills**  **Essential:**   * Closing * Experienced Outlook user * Capable user of MS Word and Excel * Negotiation skills * Excellent listener * Confident and capable Presenter * Able to pull a P&L together   **Desirable:**   * Advanced Excel * Strong Power Point Skills * Knowledge of Microsoft TEAMS | **Knowledge**  **Essential:**   * Contracts, Tenders and T&C’s * Sales Process/Sales Stage(s) * Hazardous Waste * Equipment available * Recycling Market * Waste Legislation * Governing Bodies (EA, DEFRA etc.)   **Desirable:**   * GDPR * Circular Economy |

*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)*