

**Job Description – Beauparc**

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

|  |
| --- |
| **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. |

|  |
| --- |
| **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.
 |

|  |  |
| --- | --- |
| **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)*