

Business Development Manager

Location: Nationwide

25
years of
Acumen
Waste Services



Job Role

In line with our expansion plan, we are now seeking a proven Business Development Manager to join our experienced Hazardous Waste sales team. This job is not for the faint-hearted; you will need to be an out-and-out salesperson, hungry for the win and have a demonstrable background in hazardous waste sales.

Ideally, you will be geographically based in the South (all southerly regions up to, and including, the Midlands). You will work to Acumen's ethos of "Customer First", with a keen eye for detail and a willingness to go over and above to deliver results.

You will have a demonstrable ability to motivate and encourage your teams to over-achieve targets and be able to problem solve on a daily basis.

Acumen is one of the fastest growing privately owned waste management operators in the UK. Not only will you have the support from our network of sites across the UK, but you will also quickly become part of the Acumen family. We want you to succeed and to do this you will have the full support of the central services team based in Knottingley.

Key Responsibilities:

- Lead from the front to develop new and existing business opportunities, managing all aspects of the company's interaction with their customer, ensuring exemplar levels of accuracy, compliance, customer service and commerciality [focus particularly on hazardous packaged and bulk waste/s].
- Increase sales (existing and new business) into the company's own waste facilities.
- Maximise repeat business, enhancing Acumen's offering to the customer at all stages.
- Ensure that, at all stages of the sales and delivery process, margin-enhancement opportunities are explored and utilised.
- Manage, develop, and progress with new leads and referrals resulting from field activity.
- Be the primary point of contact for nominated Customer related enquiries.
- Ensure Client satisfaction.
- Fulfil orders in a timely and efficient manner.
- Field customer enquiries and resolve customer complaints.
- Streamline business operations in terms of the services supplied to the customer.
- Identify and target sales prospects and establish contact with such prospects and other accounts as assigned.
- Prepare presentations, proposals, and sales contracts to be delivered to internal and external parties.
- Follow the delivery process through to ensure that Acumen delivers the right service in a timely and commercially effective manner. And track shipments to ensure that delivery occurs in a timely fashion.

Please apply with your CV to

HR@acumenwaste.co.uk

T 01977 529586 **W** acumenwaste.co.uk

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About Acumen

Acumen is a leading provider of Industrial Site Services and Waste Management Solutions.

Established in 1994 and remaining privately owned, Acumen supplies innovative techniques to deliver technically robust, cost-effective results whilst upholding the highest levels of health and safety, integrity and customer service.

Our Waste Management experience is broad ranging – our roots are in the hazardous and difficult, solid and liquid waste market but over the last decade we have developed our service offering across the entire waste management arena. Complemented by our **Treatment Facilities** and Industrial Site Services teams, we have become the supplier of choice for those requiring surety of cost and compliance, whatever the waste type.

Our **Industrial Site Services** business provides on-site solutions to facilitate cleaning, dismantling, decommissioning, project shutdowns, on site waste treatment, contaminated land and associated works. Complemented by our Waste Management business, our nationwide, highly trained and experienced directly-employed workforce form the core of this service provision. We provide **24/7 Emergency Response** and as accredited spill responders we offer a highly trained and experienced team to respond to all manner of spillages and environmental incidents.

Acumen's Ethos

Owner-managed and Yorkshire-centric, we are bound together by our can-do attitude and close-knit family spirit. Our approach is classless, based on a mutual respect and trust, where developing and believing in our people is paramount. We are a forward looking, self-starting and welcoming team for whom the mutually-developed vision remains key.