



## **Business Development & Relationship Manager** **North Yorkshire** **£-excellent**

I am working with a leading environmental consultancy. They have an exciting role available for an addition to their commercial team. Your role will be to ensure they build long lasting, mutually beneficial, and profitable partnerships with suppliers and customers to support the achievement of the businesses defined goals and desired strategic direction. To be the industry face of the businesses recycling compliance services identifying and executing business development opportunities. Key responsibilities will include but no be limited to; Ownership of all incoming and outgoing trades of recyclable evidence in regards to pricing, contracts (including timing of delivery) and ensuring alignment with business strategy; In conjunction with the Compliance Manager and Batteries Team Leader contribute to the business's recycling compliance evidence procurement strategy and the business plans; Ensure evidence tracking mechanisms and processes are maintained with accurate information; Have input into customer pricing structure; Relationship management of all schemes. The BDM is responsible for relationship building, all courtesy calls and visits, finding opportunities for collaboration, establishing and managing contracts and service level agreements, supporting with external non-conformances/ complaints and their retention/overall satisfaction; Maintain the plan for visiting and communicating with existing suppliers; Recruitment of appropriate new suppliers for evidence provision and to complete waste collections; Ensure information relating to suppliers is maintained and up to date in the CMS; Monitor PBS activity, seeking opportunities with the PBS and complete any associated tenders; Support with customer management if needed eg escalated customer situations, commercial conversations; Support with retention of customers in regards to price related resignations – sourcing evidence and making back to back deals as needed ; Be a named contact for Tier A and tier B accounts in regards to commercial aspects (in future); Identify, manage and close sales opportunities for Tier A and B accounts as well as larger companies/groups and desirable brands across the business; Identify and attend suitable networking and industry events to represent the company and generate referrals and partnership opportunities, sharing and summarising info gathered with the wider team. In order to be considered you will be/have; Comfortable working in a fast-paced environment being able to learn quick and think on your feet, including being able to grasp technical legislation; Track record of proactively building strong relationships; Ability to instigate projects and collaborations with strong outcomes; Ability to remain motivated working towards long term goals; Excellent communication skills and confident networker; Highly organised and conscientious approach; Positive, enthusiastic outlook with a persistent and resilient approach; Fully adept with Microsoft Office packages including Outlook, Excel and Word; hold a Full UK driving license.

**For full details, please email a copy of your CV to [rebecca@candovergreen.com](mailto:rebecca@candovergreen.com) quoting job ref: RB2708**

