



Business Development & Relationship Manager **North Yorkshire** **£33-35k + Bonus**

A fantastic opportunity has arisen to join a rapidly expanding Environmental Consultancy, who are looking for an outgoing, confident and enthusiastic and resilient individual to work as a Business Development and Relationship Manager, in a dynamic, evolving company who are driven to make an impact on humanity and the planet. To be the commercial lead for the company's WEEE (Waste Electrical and Electronic Equipment) & Batteries services, ensuring they build long-lasting, mutually beneficial and profitable partnerships with suppliers and customers to support the achievement of their defined goals and desired strategic direction. To be the industry face of the company's WEEE and Batteries services identifying and executing business development opportunities. Some of your responsibilities will include but not be limited to; Procurement - With support from the Commercial Director and WEEE and Batteries Compliance Manager, produce and deliver the annual procurement plan for the WEEE evidence; Responsibility for tracking WEEE evidence, ensuring accurate information is maintained and communicated throughout the team in regard to trades agreed and completed, evidence transfers and price information; In collaboration with the Commercial Director, define the company's WEEE and Batteries customer pricing structure; Responsible for tracking and communicating cash flow projections in regard to the WEEE and batteries services; Development and ownership of a business plan covering all aspects of the WEEE/batteries service area. Commercial -Relationship building and management of all suppliers and other schemes through the following; courtesy calls and visits, opportunity spotting, managing and establishing contracts and service level agreements and supporting with external non-conformances/ complaints and their retention/overall satisfaction; Working with WEEE and batteries evidence providers and waste collection providers to lead, educate and inspire their performance in alignment with preferred supplier criteria; Seek out and foster relationships with potential new WEEE & Batteries suppliers (collections and evidence) through to Onboarding, and ultimately building long-lasting relationships; Identify, manage and close sales opportunities for larger producer WEEE and Batteries opportunities; Identify and attend suitable networking and industry events to represent the business and generate referrals and partnership opportunities, to then share the outputs with the wider team; Attend WEEE and Batteries industry meetings from a commercial perspective representing company views and manage subsequent actions and opportunities; Build relationships in the industry to understand industry developments and activity; Lead in the completion of tenders for new WEEE and batteries business – members, collections and projects; Maintain a clear understanding of the relevant legislation and consultations – support in communicating and info gathering around these areas, influencing others and the direction of legislation in conjunction with business policy. In order to be considered you will have a commercial mind-set, understanding the needs of the customer and be driven to go the extra mile for them. You will have excellent communication skills and the ability to prioritise, multi-task and manage time effectively, while being motivated when working towards longer term goals. You need to be able to positively challenge the status-quo and have the ability to turn a challenge into a positive result. You will have a track record of proactively building strong relationships through collaborative work and will be able to reference times when you have instigated projects that have produced effective outcomes. You should be proficient with Microsoft Office, with a specific focus on Excel, and prosper in a fast-paced environment

**For full details, please email a copy of your CV to rebecca@candovergreen.com
quoting job ref: RB2746**

