

## **Are you ready for your next challenge - we're looking for a business development manager?**

Sheffield based DJB Recycling is expanding. We are a family run waste management business supplying a wide range of recycling services throughout the UK. Recently we launched a new 'local waste collection' service in South Yorkshire aimed at all types of local businesses, from small offices to large retail outlets.

We are now looking for a business development manager to identify and develop potential customers in the Sheffield area for this new venture. This is a new position and you will report directly to the joint managing directors.

The role is demanding. You will be responsible for finding potential new customers, pitch to them and ultimately convert them into clients. You will also be expected to continue to develop this business in the future. A part of this role is to source local market intelligence to support the company's sales and marketing strategy.

The successful applicant will be expected to work on their own initiative, it's certainly not a traditional 9-5 job and will appeal mostly to someone who does not wish to be desk based. You will work alongside the existing internal sales and marketing team but will spend most of the time out on the road visiting Prospects and customers as well as attending networking and business events.

The role offers an opportunity for increased personal development (we encourage CPD) as well as maximising the business opportunities for the Company. We would expect applicants to be excellent communicators and IT proficient as the role involves;

- Cold prospecting for new clients
- Attending networking and business events
- Planning and presenting persuasive pitches
- Developing on going relationships with clients
- Creating and managing relevant marketing material
- Establishing and maintaining a customer relationship management (CRM) system
- Providing feedback as requested by management

**About You.**

The successful applicant will have a proven new business and field sales experience, preferably with local businesses. They will also have a track record of creating and growing new business as well as developing and retaining existing clients.

A confident user of social media – to obtain local market intelligence - is an advantage as is proficiency in using software programs such as MS Office suite and CRM tools.

We offer a negotiable attractive package for the right person. To apply please send your CV and accompanying letter to [richard@djbrecycling.co.uk](mailto:richard@djbrecycling.co.uk)