

VACANCY - COMMERCIAL MANAGER

We are delighted to be growing our team as part of our exciting expansion. Our new site at Gartshore Works, near Cumbernauld is due to be commissioned in October 2023 and we are seeking a Commercial Manager join us.

Do you have a passion for sustainability? Do our core business values align with?

Our Values

'SPRINT'

Sustainable:	We are dedicated to doing well by doing good in every aspect of the business.
Proud:	We take pride in our roles and how we create long-term value.
Resilient:	We evolve through change to achieve success.
Integrity:	We demonstrate transparency and honesty in all that we do.
Nurturing:	We encourage each other, demonstrating togetherness and support for one another.
Teamwork:	We work hard and go the extra mile for each other and our customers.

We are a reliable resource management business. We provide waste management services and recycled aggregate products to the construction industry. We are dedicated to supplying quality services and products, while minimising impact to the environment. We strive to provide a convenient and cost-effective service for our customers. Our state-of-the-art recycling facility allows us to recover sustainable building materials from waste soil and rubble.

All our recycled products are certified to industry standards and undergo the same testing as virgin aggregates!

As a Commercial Manager, you will be at the heart of leading our commercial activities, driving revenue growth, and promoting long-lasting partnerships with clients and stakeholders.

Your expertise in waste management will be instrumental in leading the sales department and developing strategic initiatives for expanding our customer base across the central belt.

Main Responsibilities:

- Develop and implement effective business development strategies to identify new opportunities and expand the market presence.
- Lead and motivate the sales team to engage with the Company's sales strategy, achieve sales outcomes and drive revenue growth, and profitability.
- Cultivate strong relationships with existing customers with a focus on business retention and exceptional customer satisfaction and loyalty.
- Identify opportunities with potential customers and proactively lead in growing our customer base.
- Negotiate contracts, and pricing agreements, ensuring favorable terms and partnerships.
- Collaborate with the operations team to ensure seamless execution of contracts and efficient waste management processes.
- Monitor industry trends and competition, providing insights to senior management for informed decision making.
- Prepare and present regular sales and financial reports, sales forecasting, highlighting performance metrics and areas for improvement.
- Attend quarterly senior management meetings and positively contribute through collaboration, constructively analysing business performance and providing solution focused outcomes.
- You will maintain excellent levels of communication across all departments, connecting sales data in marketing, transport, and production.
- Take ownership and accurately maintain the CRM system, recording all opportunities, their stages in the sales cycle and ensure we have correct data to measure and analyse.
- You will identify and attend relevant events for networking and lobbying, including public speaking opportunities.

Skills and Attributes

- 3 years proven experience in business development in a managerial setting with prior waste management industry experience.
- In- depth knowledge of waste management practices, environmental regulations, and market trends.
- Strong leadership and team management skills, with a track record of inspiring and developing high performing teams.
- Exceptional communication and negotiation skills, with the ability to build and maintain strong client relationships.
- Strategic thinker with a results-focused mindset, capable of driving business growth.
- Excellent IT skills, proficient in MS packages such as Outlook, Word, Excel, PowerPoint.
- Must be self-motivated, high energy, persistent, and passionate about the business, sustainability and enjoy being a part of a dynamic growing team.
- Comfortable and competent in managing financial information to produce and present reports on all sales opportunities and sales won.
- Excellent communication skills and ability articulate yourself in a professional manner.
- Ability to use initiative, good problem-solving skills with mental agility to flex to various situations.

Working Hours and Benefits:

- Monday – Friday
- 08:00-17:00
- Hybrid working, office and field based across the central belt.
- Workplace Pension
- Company Laptop
- Fully expensed Company car or car allowance.
- Cycle to work scheme.
- Salary £competitive

If you are interest in this vacancy, please send your CV to recruitment@brewsterbros.com. If you would like to discuss further, please contact Donna Field on 01506 431 321