

**Job Role:** Business Development Manager

**Location:** South Wales or Southwest England (on the road)

**Job Type:** Full time, permanent



### **Who We Are**

**GRG** provides infrastructure and services for all forms of solid, hazardous, liquid, and inert waste in large and small economies, be they from public or commercial sources, with the aim of diverting waste from landfill and maximising the sustainability credentials of all waste streams it receives. Today, the GRG group employs over 200 people and operates in Guernsey, Jersey, the Cayman Islands and the UK, and has become a UK market leader for hazardous and specialist waste. All operating companies in the UK are owned by GRG Waste UK, a subsidiary of the parent company GRG, and is made up of 5 companies, including BKP Waste & Recycling, Greenway Environmental, Chloros Environmental, Novum Waste Recycling, and Diverse Waste Solutions, that work in unison to offer a wide range of services.

**BKP Waste & Recycling** is a regional company with national group capabilities in environmental services since 1964, championing the circular economy and creating a more sustainable environment. We manage all kinds of environmental projects in a sustainable manner by creating new raw materials and energy from waste. We provide an unparalleled safety and quality standard service to companies in all industries, from oil and gas, petrochemicals, aerospace, and local authorities, requiring experienced waste management professionals across the UK.

### **What we are looking for**

As part of our continual growth plan, we are looking to recruit a Business Development Manager for BKP that has experience within the waste industry, ideally hazardous waste, you will be concerned with improving and growing the BKP Waste and Recycling portfolio, by initially cold calling to build and maintain your own client base. You may work to improve profitability through careful strategic planning and positioning in the aligned markets.

### **Main duties and responsibilities**

- Identify new business opportunities - including new markets, growth areas, trends, customers, products, and services
- Self-motivated that looks to build and develop a portfolio of clients
- Meet with customers/clients face to face or via video call
- Qualify the needs of your clients and respond in a timely manner to ensure that we follow the company's ethos on turnaround
- Have a good understanding of the business products or services enabling you to promote and advise
- Carry out sales forecasts and analysis, and present your findings to your line manager every month
- Read and follow the latest environmental changes, legislation, and updates.

## **About you**

**Qualifications:** (Desirable but not essential): Degree level, environmental qualifications or accreditations

**Essential:** At least 3 years' experience in waste management or related sectors, preferably hazardous waste, good team player, calm under pressure and communicates well with others, UK driving license

## **What we can offer you**

- Pay from £40,000 per year
- Company car or car allowance, mobile phone, and laptop.
- Private medical insurance
- Private dental insurance
- Health and wellbeing programme
- Company pension

To apply, send your CV to: [darren.bowles@bkpgroup.com](mailto:darren.bowles@bkpgroup.com)