

Job Role: Business Development Manager

Location: Hybrid, based in Trowbridge, Wiltshire

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.

Diverse Waste Solutions is the newest acquisition of the GRG group. Diverse produces innovative and cost-effective solutions for clients in a difficult and ever-changing legislative environment. The prime objective of Diverse Waste Solutions Ltd is to offer a competitive and reliable hazardous waste management brokerage that is simple and professional.

What we are looking for

Diverse are recruiting for a **Business Development Manager** to develop the commercial activities of the business supporting the continued growth targets of the company. The role will primarily be customer facing; however, it will also necessitate involvement with all aspects of the company's activities. This is a hybrid role. Initial training will be provided from the Trowbridge office and will be required to travel there a few times a month, but majority of the time this will be a work from home role.

Client Responsibilities - Internal Clients:

- Provide all information & reports in order that quotes, orders, bookings and invoices can be processed efficiently.
- Liaise with admin to ensure client expectations are matched to site capacity, compliance with the latter being the responsibility of operations management.
- Liaise with admin regarding non-conformances and any other issues arising from waste deliveries and seek to close out compliantly with external clients.

Client Responsibilities - External Clients:

- Respond to requests for quotations and information in a timely and professional manner.
- Provide information, advice and undertake client site visits as necessary.
- Quickly resolve any non-conformances and other commercial issues which may arise.
- Arrange and host Client Duty of Care visits to any GRG & 3rd party disposal sites as necessary.

Business Development Responsibilities:

- Promote Diverse Waste Solutions and develop new business opportunities in agreed industry sectors.
- Generate feasibility studies and business plan opportunities for new revenue streams and potential growth areas.

Reporting Responsibilities:

- Prepare and submit reports as required to include general trading, new revenue opportunities, client specific information etc.

Miscellaneous Responsibilities:

- Promote compliance and the Waste Hierarchy in all areas of the business on a day to day basis.

About you*QUALIFICATIONS REQUIRED***Essential:**

- Valid driving licence
- Basic chemistry knowledge.

Desired:

- NEBOSH/COTC/DGSA
- Management qualification
- Membership of relevant professional body e.g. sales, marketing or procurement.

*EXPERIENCE REQUIRED***Essential:**

- Experience and thorough understanding of the waste industry and associated standards and regulations
- B2B sales and business development experience in the UK hazardous waste sector, ideally within the SME sector
- Proficient in MS Office.

Desired:

- Understanding of hazardous waste broker
- A strong network of clients and suppliers

*SKILL OR APTITUDE REQUIRED***Essential:**

- Always behave in a professional and courteous manner
- Strong commercial acumen and the ability to negotiate with clients and suppliers to the benefit of the company
- Excellent verbal and written communication skills
- Strong problem solving, organisational and prioritising skills
- The ability to stay focussed and remain calm under pressure
- Teamwork and multi-tasking skills

Desired:

- Ambition and committed to build/continue to build a career in the hazardous waste industry.
- Environmentally conscious

What we can offer you

- From £40,000 salary
- Hybrid working
- Private medical insurance
- Private dental insurance
- Health & wellbeing programme
- Company pension

To apply, please send your CV to: sara@diversewastesolutions.co.uk