



## Waste solutions consultant (Wiltshire)

**Waste Solutions has a fantastic opportunity for a waste solutions consultant to join the commercial team based at our Swindon head office.**

Reporting to the direct sales manager, the successful candidate will be responsible for securing new business with commercial clients, through office and field sales and maintaining existing accounts by offering solutions for trade, recyclable and commercial waste.

Key tasks include:

- **Research and identify potential customers to promote our waste collection services**
- **Maximise sales of the current range of services and develop opportunities for new products and services**
- **To be aware of all forthcoming projects and/or contracts requiring waste collection services in your area**
- **To develop and maintain a strong pipeline of sales prospects and leads**
- **Build and maintain strong business relations through networking within our target markets**
- **To prepare weekly sales reports for the direct sales manager and to attend weekly/monthly sales meetings**

The successful candidate will have field sales experience, with a proven track record of achieving targets. They will possess strong negotiation and influencing abilities, excellent communication and interpersonal skills and be target driven with the capacity to 'close' a sale. It is essential that candidates have experience of generating new leads through a variety of media and other techniques.

Waste industry experience would be a distinct advantage. Good local geographical knowledge and proficient use of Microsoft packages is desirable, along with the capacity to use a bespoke CRM system through training. A full and clean driving licence is also essential.

**Please contact the Hills recruitment hotline on 01793 781199 for an application pack, quoting the vacancy reference HGL842.**

*The Hills group is committed to monitoring and maintaining equal opportunities and welcomes applications from all sections of the community.*

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