



Waste Solutions consultants (Wiltshire)

Hills Waste Solutions has a fantastic opportunity for two consultants to join the commercial team.

Reporting to the sales manager and based in County Park Business Centre, Swindon but covering the Wiltshire area, the successful candidate will be responsible for securing new business through office and field sales and maintaining existing accounts, by offering solutions for clients' waste requirements.

Key tasks include:

- Researching and identifying potential customers to promote our waste collection services
- Maximising sales of the current range of services and develop opportunities for new products and services
- Awareness of all forthcoming projects and/or contracts requiring waste collection services in your area
- Developing and maintaining a strong pipeline of sales prospects and leads
- Building and maintaining strong business relations through networking within our target markets
- Preparing weekly sales reports for the sales manager and attending weekly/monthly sales meetings.

The successful candidates will have experience of sales within the waste industry, with a proven track record of achieving targets. They will possess strong negotiation and influencing abilities, excellent communication and inter-personal 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.

Proficient use of Microsoft packages is desirable, along with the capacity to use a bespoke CRM system through training. Geographical knowledge of Bristol and surrounding areas would be beneficial and a full and clean driving license is essential.

Please send your current CV to join@hills-group.co.uk to apply for this role, quoting vacancy reference HGL1219.

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

www.hills-group.co.uk