



Area Sales Executive (Bristol)

Salary £30,660 per annum with OTE up to £40k uncapped

Hills Waste Solutions has a fantastic opportunity for a target driven, successful sales professional to join the commercial team based at our Bristol office.

About Us

Hills Waste Solutions is one of the largest family owned waste management companies in the UK and is part of the Hills Group which has been established since 1900. As a business, we have invested heavily in technology for our customers and staff so we can move and adapt effortlessly in an ever changing industry. The commercial waste division is now looking to build on this stability by increasing its revenue and developing its market share in Bristol.

About you

The successful candidate will be responsible for securing new business with commercial clients by offering waste management solutions. Working closely with the depot and sales manager, you will need to show a level of commercial awareness and the drive to deliver the monthly revenue targets.

This is a fast moving industry and you will need to demonstrate field sales experience and a proven track record of:

- achieving targets
- being a strong negotiator with great influencing skills
- excellent communication and inter-personal skills with the ability 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 and knowledge of the local market is essential. A full and clean driving licence is also essential.

Benefits

- Additional uncapped commission for overachievement of monthly targets
- Company car and fuel card
- Pension contribution and healthcare package
- Shopping, leisure and wellbeing discounts
- Cycle to work scheme
- 25 days holiday per annum increasing annually to 28 with a holiday trading option.

Please email your CV to join@hills-group.co.uk or contact Hills recruitment on 01793 781199 for an application pack quoting the vacancy reference HGL1258.

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