**No Agencies please**

Due to continued growth of the business we are looking to recruit the following position in our Business Development team.

Field based experience in waste management is preferred

**Job Summary**

* Day to day management of new and existing customers
* Proactive leadership and support to Customer Services Team
* Customer feedback organisation
* Maximise revenue of allocated base of customers
* Preparation of customer reports
* Manage customer expectations, should service disruptions occur then fast service resolution is imperative

**Key responsibilities**

* Provide management and support in all aspects of the account management process and development across Contract Waste
* Secure and mature profitable new business
* Develop and manage divisions downtrading accounts
* Attend and hold presentations, networking and attend industry events
* Develop longstanding relationships with existing and new customer bases
* System cleansing and management
* Produce detailed weekly/monthly customer and activity reports
* Cross selling of Acumen group products and services
* Corporate responsibily of all activities and customer requirements
* Attend and lead customer reviews
* Work in conjunction with line manager to formalise an annual strategy to deliver agreed service level KPI's.
* Any other task as practicably requested by the senior Acumen management team

Job Types: Full-time, Permanent