



Job Vacancy

Waste Management Advisor

Ahern Waste Management and Recycling Services is looking for Waste Management Advisor to sell waste management and recycling services to existing and prospective customers.

Based at the company's Transfer & Recycling Centre in West Thurrock, the position requires an individual with successful sales experience and an interest in environmental matters.

Reporting to the Development & Resources Director, the successful candidate will be expected to:

- Establish and maintain effective relationships with customers and potential customers as well as suppliers, contractors, and other Group and Business staff as necessary.
- Develop and make presentations of company products and services to customers and potential customers.
- Develop and maintain a customer database.
- Prepare and cost the sales action plans.
- Generate and qualify sales leads.
- Plan and conduct direct marketing activities.
- Monitor competitors, market conditions and service developments.
- Maintain sales records and report on sales activities for senior management.

Suitable candidates are likely to be educated to 'A' level standard and have a minimum of three years experience in a selling/commercial role in a service industry. As the position requires the successful candidate to make regular visits to clients a full driving licence is essential.

The position will attract a basic salary of £26k, company car, mobile telephone and a sales commission scheme.

If you are interested in applying for this position, please forward your CV to carolmckie@ahern.co.uk quoting reference number WMA/area3/2011