


Commercial Sales Specialist			
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Job Description

Department/location:	Treatment & Transfer South Department, based in Honiton
Hours of work:	40 hours per week. 0830-1700 Monday-Friday
Reports to:	Regional Commercial Manager, T & T South
Holiday:	25 days per annum plus 8 bank holidays
Other benefits:	Bonus scheme, pension, life insurance, health insurance, company sick pay, employee assistance programme plus others

General:

The Commercial Sales Specialist role is an office-based B2B sales role with the aim of managing and expanding the client base for Augean's Treatment & Transfer South Department. This is achieved by receiving & making telephone calls and emails from/to selected existing and prospective clients to identify & quote their requirements for hazardous waste collection, cleaning and removal services that can be subsequently accepted at the Augean Plymouth, Honiton or Avonmouth depots. It is envisaged that the successful candidate will have opportunity to progress into a field sales or business development role after gaining an appropriate level of experience.

The Avonmouth and Plymouth sites operate a variety of hazardous waste treatment processes including:


- Oil recovery from oily water, oil sludge, interceptor waste, marine wastes and other oil based waste
- APC residues
- Contaminated water treatment
- Solvent recovery or blending
- Sludge de-watering (centrifuge)

The Hazardous Waste Transfer Stations at Honiton and Avonmouth can process a wide variety of packaged or drummed liquid and solid hazardous wastes including:

- Acids and alkalis
- Solvents
- Cyanides
- Polymers
- Aerosols, industrial wipes, contaminated rags, oily residues, paint tins, electrical
- Plus a range of other hazardous waste streams

Regional collection and industrial cleaning capability includes:

- Rigid and articulated HGV Fleet including ADR vacuum tankers, powder tankers, bulkers, and tautliners
- Jet-vac fleet for high-airflow vacuumation,
- High pressure washing/jetting
- CCTV Drainage surveys
- Confined Space cleaning and rescue crews
- Mobile chemist services

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Main Duties:


- Work with other members of the Commercial Team to receive & make telephone sales calls and emails to identify their service requirements for hazardous waste removal or industrial cleaning services:
 - maintain a list of existing clients, making sure regular contact is kept with known points of contact and ascertain any additional service requirements;
 - use online media to identify potential clients across South/Southwest England and South Wales, making calls to introduce Augean waste and industrial cleaning services. Identify named points of contact with potential industrial cleaning requirements or waste streams for treatment or transfer;
 - work with the relevant operational department to provide customers with detailed quotes based on their service requirements using appropriate media including Weighsoft waste processing software.
- Advise clients of safe and legal handling of hazardous waste procedures.
- Work with the Marketing Department to generate mailshots to existing/potential clients as above, having due regard for data protection regulations, and follow up mailshots with phone calls.
- Assist with other sales related tasks such as tender submissions, trade shows, open days as required.

General H&S Responsibilities:

- Comply with Health & Safety requirements: as per training, policies, procedures, risk assessments, method statements, safe systems of work etc.
- Actively seek to improve safety culture.
- Report any H&S issues/accidents/near misses to your line manager immediately.

Other General Responsibilities:

- Maintain the physical security of FIS equipment in your possession along with any goods transported in accordance with Company Security policies.
- Maintain the security and confidentiality of Company information and data in accordance with Company IT Security and Data Protection policies.
- Attend training as required to maintain personal qualification/competence.
- Comply with the Company Equal Opportunities Policy and promote equality.
- Any other duties as required by line management, commensurate with the post holder's level of training and competence.

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Person Specification

Qualifications/Training	E / D*	How assessed***
No formal qualifications are required as long as the candidate can meet other essential requirements		
Experience		
Experience of working in the hazardous waste industry	E	CV/I
Experience of telephone sales working	D	CV/I
Specific Post Knowledge/Skills		
Good level of knowledge of hazardous waste regulations; WM3 waste classification technical guidance and European Waste Codes (EWC)	E	CV/I
Excellent IT user skills, proficient in MS Office applications Outlook, Excel and Word;	E	CV/PA
Good knowledge of Weighsoft waste processing software or able to learn new systems quickly	E**	CV/I
In-depth knowledge of Augean hazardous waste service provision	E**	n/a
Personal Characteristics		
High standard of customer service skills with excellent telephone manner	E	I
High standard of written English to generate emails and letters to clients	E	CV/I
Ability to maintain a high work-rate	E	I

*Essential or Desirable

**Essential but may be achieved post-employment

***Application Form or CV (CV); Interview (I); Presentation (P); Practical Assessment (PA)