


South IS Business Development & Technical Manager

	Document Number: FG_HR_P.01 Form 08	Version no: 1	Page Page 1 of 2
Review Date:	11/07/2024	Next Review Date:	11/07/2026

All copies uncontrolled if printed

Job Description

Department/location:	T&T South Industrial Services Dept – Honiton
Hours of work:	40 hours per week or as required to fulfil the duties and meet the needs of the business.
Reports to:	General Manager
Holiday:	25 days plus 8 Bank Holidays
Other benefits:	Bonus scheme Company pension after 3 months Car allowance Death in service insurance Health insurance Laptop Mobile phone

General:

This is a new position, reporting to the General Manager for the Augean Treatment & Transfer South region of the company. You will take responsibility for key accounts while developing an external regional base and working on business development. The main objectives for the Business Development & Technical Manager are:

- To effectively manage and develop contracts with key customers.
- Develop the customer base of South IS whilst promoting the full range of Augean/FIS services throughout the SW region.
- Design and deliver technical solutions for our customers including the creation/writing of proposals and task specific risk assessments relating to high pressure water jetting, vacuumation, confined space entry and rescue operations.


Main Duties:

- Develop a sales plan in conjunction with the General Manager and Regional Commercial Manager for the commercial growth of the IS business in the SW region.
- Account manage existing clients to achieve a continuing/expanding business relationship.
- Generate profitable new business in accordance with targets through the promotion of the full range of services and capability provided by the Company, but with focus on IS related activities.
- Deliver the whole sales cycle from start to finish including assessing clients' requirements, attaining accurate costing, producing quotes/bids, negotiating price and terms & conditions, closing the sale and writing of technical proposals (inc. RAMS).
- Oversee works to ensure operations are carried out safely and efficiently to the complete satisfaction of the customer.
- Ensure that the required level of information and paperwork is produced, provided and is accurate.
- Utilise opportunity tracking software (Pipedrive) to record stages of all opportunities for senior management reporting.

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.

South IS Business Development & Technical Manager

	Document Number: FG_HR_P.01 Form 08	Version no: 1	Page Page 2 of 2
Review Date: 11/07/2024	Next Review Date: 11/07/2026		

All copies uncontrolled if printed

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.

Person Specification

Qualifications/Training	E / D*	How assessed***
IOSH Managing safely or equivalent of higher H&S Management qualification	E**	CV
Chemistry/Technical Qualification	D	CV
Waste Membership or Accreditations	D	CV
Cat B Driving license	E	CV
Experience		
Proven track record in sales/business development; must be able to demonstrate generating new sales and account management skills.	E	CV/I
Working in the waste management industry	D	CV/I
Working knowledge of job costing and profit/loss statements	E	CV/I
Specific Post Knowledge/Skills		
High degree of IT literacy with accurate data input skills: competent and confident in the use of MS Excel, Word and Outlook.	E	I
Personal Characteristics		
Good customer services manner and able to communicate effectively and confidently by phone or in person with customers and suppliers at all levels	E	I
Conscientious to work independently without direct supervision	E	I
Able to work calmly under strict deadline pressures	E	I
Adaptable to new situations	E	I
Flexible to take on new and additional tasks	E	I
Good organisational and planning skills	E	I

*Essential or Desirable

**Essential but may be achieved post-employment

***Application Form or CV; Interview; Presentation; Practical Assessment