

Sales/Client Account Manager

We are a family-owned waste management business based just outside of Swindon with over 41 years of continuous experience in offering complete recycling services.

We are a well-known brand, that pride ourselves on constantly providing reliable services for our clients, from secure destruction to recycling solutions for a range of different waste streams.

We are now looking to expand our sales team and so therefore, have the opportunity for someone who is a team player with passion and drive to join us. You will be required to go out, find and bring on new business and grow these relationships with face-to-face meetings and by looking after their waste needs in the form of Secure Destruction services and recycling solutions.

We are looking for someone full time, that has some experience in sales but is willing to learn. Must be of smart appearance and be able to listen to the customer's needs and happy to travel if required.

Responsibilities

- Building your own pipeline of new business opportunities.
- Approaching and engaging commercial clients from all different areas and industries.
- Meeting (and beating!) your sales targets.
- Creating and presenting tailored proposals to win new contracts.
- Work closely with the sales team on ensuring every clients requirements are achieved. This will include all admin support from reports, prices, duty of care, certificate of destruction etc on a weekly and monthly basis.
- Owning client conversations from first contact to deal close.
- Negotiating confidently and closing with impact.
- Manage a portfolio of existing accounts, providing customised solutions and upselling where appropriate
- Handle sales inquiries efficiently via phone, email, or in-person, ensuring top-tier customer service
- Conduct regular face-to-face client meetings, site risk observations, and relationship nurturing
- Collaborate closely with our Transport and Account teams to swiftly resolve any account-related issues.
- Ensure compliance with company policies, especially around health, safety, and employment regulations
- Ensure all communications with new and existing clients is done in a professional and timely manner.
- Tackle other duties and special projects as needed

Job Type: Full-time

Pay: dependant on experience

Benefits:

- phone and laptop
- Private Medical Insurance
- Company Pension Scheme

Experience: sales - 1 year (preferred)

Licence/Certification: Driving Licence (required)

Work Location: Office based at site near Swindon

To Apply please email your CV to info@thamesdownrecycling.co.uk