Job Title	Restore Recycle Field Sales Consultant
Business Unit	Datashred
Department.	Waste Sales / Commercial
Location	Field based
Reports to (direct)	Total Waste manager / Head of Commercial
Salary	£40,000 Basic, plus quarterly bonus. (10% per quarter)

Main purpose of job

The role supports Restore Datashred's strategy to develop Restore Recycle as a one-stop shop for customers' office recycling and waste needs, helping to diversify the business. Working closely with the Total Waste Manager and Head of Commercial, you will manage a sales pipeline and achieve sales targets while supporting development of the offering. You will identify market trends and business opportunities and feed these insights into the go-to-market plan.

Key tasks

- Build and maintain a Restore Recycle pipeline, from both New Acquisition and Existing customers.
- Support the development for the Restore Recycle Strategy.
- Achieve a set revenue target per month.
- Work with the TWM to analyse trends within current activities to identify opportunities to develop and promote the offering.
- Support Sales by attending customer meetings and assisting with solutions, support and pricing.
- Assist developing products through insights from market research and customer buying behaviour.
- Promote Restore Recycle through product launches and Monthly marketing campaigns.
- Seek Total Waste tenders and support the Tenders team with proposals.
- Attend a Datashred depot once per month.
- Assist SubCon Helpdesk/Head of commercial in auditing and bring on new/existing Waste suppliers

Skills, knowledge & experience:

- Understanding of the Restore Recycle potential products and services.
- Understanding and interest of the waste and recycling market.
- Excellent communication skills, both written and verbal.
- Ability to stakeholder manage at all levels, demonstrating the ability gain buy in to make the product a success.
- Strong relationship management. Ability to be a team player and bring the wider team on the journey.
- Excellent attention to detail, problem solving abilities, organisation, and ownership.
- Ability to extract all relevant information and to identify problems whilst looking to resolve for future experiences.
- Highly competent in standard software packages and excellent IT skills whilst willing to learn new ones.
- Prioritise own workload, multi-task, work self-sufficiently whilst also dealing with customer complaints.
- Ability to work under pressure showing flexibility when required to meet deadlines/targets.
- Achieve and maintain a Company CRM system and all KPI targets.

*** The above is not an exhaustive list but an outline of your duties. All Restore employees need to be aware that they may be asked to perform tasks and be given responsibilities as reasonably requested.

Compliance Responsibilities

- Adhere to all Company Policies and Procedures contained in the Information Security, Environmental, Health and Safety and Quality Management Systems
- Report any Information Security, Environmental, Health and Safety and Quality incidents to your supervisor

Managers are responsible for training staff on Company Policies and Procedures contained in the Information Security, Environmental, Health and Safety and Quality Management Systems

APPROVALS:

Line Manager	**Post Holder**
Name: ……..	Name: ……..
Signature:……..	Signature:……..
Date:……..	Date:……..