Job Title	Restore Recycle Total Waste Sales Consultant (Desk Based)
Business Unit	Datashred
Department.	Waste Sales / Commercial
Location	Depot based
Reports to (direct)	Total Waste Manager / Head of Commercial
Salary	£30,000 Basic, plus quarterly bonus. (up to 10% of salary per quarter, subject to KPI achievement)

Main purpose of job

This is a key role supporting Restore Datashred's strategic focus on the development and growth of the Restore Recycle service offering. The objective of this initiative is to diversify the business and establish Restore as a trusted, single-source provider for customers' recycling, resource recovery, and waste management requirements.
Working closely with the Total Waste Manager and Head of Commercial, you will support the development of the Restore Recycle proposition while managing a sales pipeline, generating new business opportunities, and achieving revenue targets. The role requires analysis of market trends, customer requirements, and business opportunities, helping to shape and execute the company's go-to-market strategy.

Key Responsibilities

- Build, manage, and maintain a healthy sales pipeline from both new and existing customers.
- Support the ongoing development and implementation of the Restore Recycle strategy.
- Achieve agreed monthly revenue, margin, and activity targets.
- Work with the Total Waste Manager to analyse trends within existing customer activity and identify opportunities to expand waste and recycling services.
- Conduct market research and provide insights into customer purchasing behaviour, competitor activity, and emerging market opportunities.
- Assist in the development and launch of new waste and recycling products and services.
- Promote Restore Recycle through product launches, targeted campaigns, and marketing initiatives.
- Identify and pursue total waste management tender opportunities and support the Tenders Team with submissions and proposal development.
- Represent Restore Recycle by attending Datashred depots and business meetings as required, with a minimum expectation of one depot visit per month.
- Support the Subcontractor Helpdesk and Head of Commercial in auditing, onboarding, and managing waste suppliers and subcontractors.
- Maintain accurate records within the company CRM system and ensure all customer interactions, opportunities, and activities are logged.
- Contribute to continuous improvement initiatives and provide feedback to support operational excellence and business growth.

Skills, Knowledge and Experience

Essential

- Understanding of waste management, recycling, resource recovery, and related environmental services.
- Strong commercial awareness and interest in the waste and recycling market.
- Proven sales, account management, or business development experience.
- Excellent verbal and written communication skills.
- Ability to build relationships and influence stakeholders at all levels.
- Strong organisational and time management skills, with the ability to prioritise workloads effectively.
- Excellent problem-solving skills and attention to detail.
- Competent user of CRM systems and Microsoft Office applications.
- Self-motivated with the ability to work independently and as part of a wider team.
- Ability to work under pressure and meet deadlines and targets.

Desirable

- Experience within the waste, recycling, facilities management, environmental services, or related sectors.
- Knowledge of waste legislation, duty of care requirements, and environmental compliance.
- Understanding of subcontractor management and supplier auditing.

Key Performance Indicators (KPIs)

- Monthly revenue target.
- Gross margin performance.
- New customer acquisition.
- Existing customer growth.
- Pipeline value and conversion rate.
- CRM compliance and data quality.
- Tender opportunities identified and supported.
- Supplier development and onboarding activity.

*** 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:……..