

**Job Title:** Junior Commercial Manager

**Company / Location :** Speke, Liverpool

**Job Details**

<b>Job title</b>	Junior Commercial Manager		
		<b>Salary</b>	TBC
<b>Department</b>	Commercial Department	<b>Location</b>	Speke, Liverpool
<b>Reporting to</b>	Managing Director – Omar Pasha		
<b>Responsible for</b>	<p>As a Junior Commercial Manager in the Recycling and Waste Management industry, you will be responsible for supporting the development and implementation of commercial strategies, managing customer accounts, and collaborating with the sales team to achieve revenue targets. Working closely with the wider team, you will also provide support as required, including assisting with tenders and proposals. Communication and collaboration are key in this role, as you will be building and maintaining strong relationships with key stakeholders and attending industry events and conferences to represent the company. You will work closely with colleagues across the business to achieve shared goals and help drive business growth.</p>		

We are seeking a Junior Commercial Manager to support our team in the Recycling and Waste Management industry. This role will be responsible for assisting in the development and implementation of commercial strategies, managing customer accounts, and supporting the sales team in achieving targets. The successful candidate will be a driven individual with a passion for the environment and a strong desire to develop their commercial skills.

## **Main Duties and Responsibilities**

- Support the development and implementation of commercial strategies to drive business growth.
- Assist in the management of customer accounts, building and maintaining strong relationships with key stakeholders.
- Collaborate with the sales team to achieve revenue targets and identify new business opportunities.
- Conduct market research to identify trends and opportunities within the industry.
- Monitor and report on sales performance and market trends to senior management.
- Attend industry events and conferences to represent the company and build relationships with potential customers.
- Provide support to the wider team as required, including assisting with tenders and proposals.

## **Requirements**

- Bachelor's degree in business, Environmental Sciences, or related field desirable
- 1-2 years of experience in a commercial or sales role, preferably within the Recycling and Waste Management industry
- Strong analytical skills, with the ability to interpret complex data and make informed decisions.
- Excellent communication and interpersonal skills, with the ability to build relationships with customers and internal stakeholders.
- Self-motivated with the ability to work independently and as part of a team.
- Knowledge of the waste management industry and environmental regulations is desirable.

If you are passionate about recycling and sustainability, have a strong commercial acumen, and are looking for an exciting opportunity within the Recycling and Waste Management industry, we would love to hear from you.

## **Job Details**

Hours of Work: 09:00 – 17:30 Office/Field Based –  
Minimum two day requirement to be in the office.