

Field Sales Executive

**£25,000-£30,000 per annum, depending on experience
+ Company Car and OTE**

“New financial year, new me”, right? How about a new project? A chance to really put your stamp on a business, working for the largest independent compost manufacturer, with one of the largest growth strategies in the UK. Sound exciting? Please, read on....

The Field Sales Executive role at SJB Recycling is a challenging, diverse and exciting position. You'll be challenged with the business development of its new and exciting product range across the UK and potentially overseas, to essentially build a business within a business.

The role will see the successful candidate build sales capability, distribution and ultimately multiple successful sales channels towards a successful business unit for the wider business.

With an entrepreneurial mind-set, the role responsibilities are (but not limited to):

- Develop new sales opportunities across the UK within the horticultural and Agricultural industry
- Enhance and maintain relationships with the businesses current client base in order to grow each individual account
- Create and maintain a strong relationship with our merchant partners
- Working towards the company's 5-year business plan by meeting and exceeding targets to increase the businesses profit, revenue and product supply

Working under the guidance of the Head of Sales & Marketing and SJB Recycling's General Manager, and supported by their expertise on both the product and market, the key aim for the FSE will be to lead the overall sales performance of the Business Unit by achieving their own sales targets. The Field Sales Executive will also be able to actively contribute towards the growth direction of the business and play a key role in how the business should look in 3 to 5 years.

Job Benefits: Alongside a competitive salary, you will be provided with structured and comprehensive on the job training to aid you in achieving the business' realistic but challenging goals. You will be provided with a company vehicle and tools of the trade including mobile phone and laptop. As part of our package you will also get 25 days' holiday, company pension scheme, uncapped OTE and other benefits.

Location: This role will primarily be field based within North Yorkshire, although for the right candidate we are happy to consider candidates based within the Yorkshire boundaries.

Background: The ideal candidate will have previous sales experience along with evidence of exceeding monthly, quarterly and yearly targets. Experience of selling into the garden / agricultural market with an understanding of key potential targets in the Yorkshire market for a compost product would be advantageous, though not essential.

Please send CVs and Covering Letters to Mary Meyer, HR Manager, at Yorwaste and SJB Recycling Head Office, Mount View, Standard Way Business Park, Northallerton, DL6 2YD.

The closing date for this vacancy is Wednesday 17th May 2017.