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<b>POSITION:</b>	<b>Commercial Sales Manager</b>
<b>REPORTING TO:</b>	<b>Senior Commercial Business Manager</b>
<b>RESPONSIBLE FOR:</b>	<b>Securing food waste from commercial customers for all STGP facilities,</b>
<b>LOCATION:</b>	<b>Based from STGP Head Office Radford or Oxfordshire AD, with travel to STC, and all STGP Sites as required</b>

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## THE COMPANY

Severn Trent Green Power is a subsidiary of the FTSE 100 listed Severn Trent plc.

Severn Trent Green Power own and operate market leading food recycling anaerobic digestion facilities across the UK. As a leading processor of organic waste, Severn Trent Green Power recycles food waste from over 50 local authorities, food manufacturers, TWM companies, brokers, and retailers, converting their food waste into renewable energy. The company strategy is to continue strengthening its place as a market leader in the recycling of organic wastes, and generation of renewable energy. This will be achieved by focusing on expanding the portfolio of commercial food waste customers, whilst retaining long-term local authority and existing commercial customer relationships.

We care deeply about making a positive impact on our environment and strive to support our customers to achieve the same. We have some really big commitments to our customers, our environment, our society and our colleagues that we know, can only be achieved through our inclusive and energetic culture.

Due to our success and continued growth, we are seeking a commercially aware, driven Commercial Sales Manager to secure new business and to manage the sales process in the Oxfordshire region, whilst retaining and developing the existing customer base.

## ROLE SUMMARY

- Effective and economic procurement of food wastes.
- Initiate contact with prospective decision makers by cold calling, meeting and qualification, and ensuring pipeline is up to date and sufficient to achieve feedstock volume targets.
- Collection of feedstock samples when required and arranging for test analysis.
- Drive operational excellence through close collaboration with internal operations and external haulage partners, to facilitate efficient means of food waste storage, transport, and recycling solutions for new food waste streams.
- Secure meetings to facilitate sales, identify solutions with customers embedded at the heart of what we do; preparing proposals, responding to tenders (with support of tenders team), creation of pricing strategies.
- Coordinating paperwork such as waste transfer notes, pre-acceptance agreements, and contracts.
- Manage and develop customer relationships within secured customer base and pipeline.
- To actively raise the profile and awareness of the Green Power brand within the given target audience.
- Hosting customer visits and tours of operating plants.
- Assist in PR and marketing exhibitions where required.
- Continue Personal Development and keep up-to-date with relevant legislation.
- Any other task as reasonably requested by Senior Management.

**HOW WHAT YOU DO ADDS VALUE TO STGP**

- The plants are able to produce full power from organic waste feedstocks.
- Budgeted gate-fee revenues are secured or exceeded.
- Reduced cost of sales are delivered through strong relationships and a loyal customer base.
- Feedstock conforms to operational parameters of the plants.

**HERE'S WHAT OUR IDEAL CANDIDATE LOOKS LIKE**

**Skills**

- Proactive and driven in securing new business and closing deals
- Presentation and public speaking
- Ability to network within an external organisation
- Excellent communicator with great people skill
- Adept at identifying solutions
- Strong influencing & negotiating skills
- Good knowledge of MS Packages

**Preferred experience**

- Proven experience in sourcing and new deals
- Knowledge of energy & waste
- Experience of working with the food manufacturing sector
- Strategic account management
- Pipeline management

**Attitude & demeanour**

- Attention to detail
- Self motivated
- Professional
- Determined to succeed
- Team Player
- Confident
- Takes pride & ownership

**Key relationships**

**Internal:**

- Management / Directors
- Support teams
- Operations
- Finance

**External:**

- Waste producers
- Hauliers and waste operators
- Total waste management companies
- Customers / Prospective customers