



Are you a strong negotiator, communicator and effective organisational skills?

Are you result-orientated, self-motivated and can build strategic commercial relationships?

Do you have excellent knowledge of the waste management industry and have an existing network of connections in the sector?

Do you aspire to work for an international, innovative organization and contribute to an ambitious growth strategy?

And are you looking for a workplace which encourages entrepreneurship and personal development?

“We challenge you to step into our world.”

Commercial Manager

Location: North-West England

Company Profile

As an Internationally recognized company, the N+P Group has 25 years of experience in contributing to a better, greener environment. We do this by being progressive, innovative and a market leader in the alternative fuels and waste management sector.

N+P source and supply residual waste to the domestic and international Energy-from-Waste sector. We develop, co-ordinate and implement total concepts for recycling and treatment of industrial residues. We convert waste that can no longer be recycled and manufacture this waste into alternative fuels and secondary raw materials, which can replace polluting fossil fuels and primary raw materials. Our products are used at various large industrial installations such as cement kilns, power stations or blast furnaces. Use of these products will lead to a significant level of CO₂-reduction. It is our goal to make the use of fossil fuels redundant.

Alternative fuels production and supply are not the only things we do. N+P provide a consultative approach to develop our customers in recycling and recovery of their waste. We also manage and monitor quality, co-ordinate logistics, manage storage capacities and administrate permits.

Our organization is growing at pace, is dynamic, with many large multinationals as our customers. Our head office is in Nieuw Bergen, the Netherlands.

For more information we recommend you visit the following websites or social media pages:
<https://www.npgroup.com/>

The below YouTube videos are worth a watch!:

<https://www.youtube.com/watch?v=O7HRq9JOcj0>

<https://www.youtube.com/watch?v=afLMEmor3so>

Company Culture

We are a relaxed, innovative, dynamic and professional company. People like working for N+P due to diverse challenges and opportunities to develop their personal and professional skills. Combined with the positive mindset in the organization which makes N+P a great place to work!

Main tasks and responsibilities of the Commercial Manager

The role of the Commercial Manager, part of the N+P UK Commercial Team, is integral to the strategic growth ambitions of the company. Reporting to the Commercial Director, you are responsible for the realization of profit margins, sales volumes, retention of business and conversion of new business. The primary responsibility is the management of feedstock supply of MSW / C&I residual waste to N+P's UK EFW contract located in Cheshire. You will manage and analyse sales volumes, quality, risks, and report internally and externally on contract performance. You are responsible for managing and fully optimizing the commercial relationships with existing feedstock suppliers on a day-to-day basis. It is also one of your main responsibilities to build a pipeline of residual waste opportunities relevant to your commercial responsibilities, interface with N+P Logistics, Quality and Commercial Support teams and communicate effectively to internal and external stakeholders.

Main tasks and responsibilities:

- Customer relationship management and retention of existing business.
- Prospecting new business and pipeline responsibility.
- Responsible for realization of sales volumes and margins (agreed on in advance).
- Negotiate and communicate commercial contracts, terms and conditions.
- Communicate with and form a strong relationships with internal & external stakeholders.
- Sustain and exceed N+P contract obligations through analysis of quality data, site audits, client and supplier meetings and effective communication and reporting.

Requirements of the Commercial Manager

To achieve the high performing expectations of this job, it is necessary that N+P commercial managers are decisive, innovative and creative. He or she has to have the energy, motivation and the drive to contribute to the business growing successfully. Good teamwork (with other internal departments) is essential to achieve this goal. You will have pipeline and conversion success responsibility, be results driven and strong communication skills. Our new colleague will be project-based, pro-active and hands on. Travelling is a part of the job and this shouldn't be problem for you.

Requirements

- At least a bachelor's degree desired
- At least 5 years relevant experience in the waste sector
- Knowledge of the waste market, waste acceptance protocols and a strong understanding of residual waste specifications for supply to Waste-to-Energy Facilities.
- Specific commercial experience in the waste sector, working with a customer base that are contracted to supply residual waste to Waste-to-Energy facilities.
- Experience in negotiating and conversion of commercial contracts.
- A proven track record in sales.
- Excellent communicator.
- Full driving licence.



Remuneration

Despite our growth we remain a welcoming company with well-motivated and enthusiastic employees. The successful applicant will be employed as a full time, permanent employee. The financial package will be competitive which includes a bonus scheme and car allowance/company car. We support personal growth and development. We offer (on the job) training and a meaningful career within the company.

Contact

If you are looking for a new opportunity and interested in this job at a company where everyone is committed a greener future, please apply by sending a cover letter plus your resume to careers@np-recycling.com.