

BIG ATOM

JOB ADVERT

Job Title: Business Development Manager
Location: Ellesmere Port, England
Reporting to: Senior Management Team

About Big Atom

Big Atom is a fast-growing recycling company with ambitious plans to create a circular economy for tyres. We use innovative technology to extract all raw material from a used tyre which are sold to manufacturers to create new products. We have helped to provide a sustainable solution for over 1,000 businesses and are expanding our services across the UK.

At Big Atom we nurture a collaborative and innovative environment to encourage entrepreneurial behaviours. We find solutions to complex problems and promote curiosity, first principle thinking and a growth mindset. We challenge the notion that 'it has always been done this way'.

Are you looking for a new challenge and interested in joining our journey towards a circular economy for tyres?

About the role

We're looking for an enthusiastic and driven individual to build strong relationships with tyre wholesalers and other relevant stakeholders within the tyre industry. You will manage a team that will be responsible for growing revenue through inbound tyre volume and product outbound sales as well as national expansion of tyre collection operations.

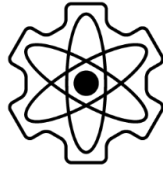
The ideal candidate will have experience within the tyre industry. They will have a background in business development, commercial strategy and be excited at the prospect of developing the team and making the role their own.

Key Responsibilities

- Initiate and develop commercially focused partnerships
- Responsible for generating revenue and meeting volume targets
- Build a strong team with sales, logistics, and data analysis expertise
- Develop new relationships with local garages, tyre wholesalers and manufacturers
- Drive commercial strategy to expand logistics operation
- Maintain existing accounts and optimise our customers service
- Work closely with other departments including operations and marketing, within the company
- Make sure that the CRM system is up to date with latest details and communications
- Present pipeline and targets to the management team
- Keep up to date with latest market developments

Essential requirements

- 5+ years experience in business development and commercial sales
- Experience working with wholesalers or manufacturers within the UK
- Experience in customer service and relationship management
- Exceptional attention to detail
- Excellent Communication skills – verbal and written
- IT literate, with proficiency in Microsoft package



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Benefits

- £40,000 - £50,000 salary range
- Flexible working
- 31 days holiday (including bank holidays)
- Company pension
- Health Insurance
- Company Phone and Laptop
- Opportunity for self-development
- Sponsored training opportunities
- Company events