

**Organisation: Paper Round Ltd - part of the BPR Group**

**Salary: £32K OTE**

**Location: Brighton area (BN15)**

**Position Type: Permanent**

**Start Date: ASAP**

**Website** [www.paper-round.co.uk/brighton](http://www.paper-round.co.uk/brighton)

**Contact:** Veronika Celleryova

**Contact Email:** [Veronika.Celleryova@bprgroup.co.uk](mailto:Veronika.Celleryova@bprgroup.co.uk)

### **Senior Account Manager**

Paper Round is one of London and the South East's leading recycling companies. Our aim is for our clients and staff to be enriched, passionate and loyal. We stand above the competition by providing exceptional service, quality products and unparalleled customer support. Through innovation and experience Paper Round provides flexible, reliable and ethical services. We are committed to reducing our clients' environmental impact.

#### **The role:**

Paper Round is looking for an experienced, highly efficient and people orientated individual to spearhead their Account Management team in Brighton and the South East. You will be the named point of contact for Paper Round South East's largest and most valuable customers. Your role will be to ensure:

- That client's KPIs and SLAs are met or exceeded
- That the operational efficiency of sites is maximised
- Contract renewals and pricing are negotiated professionally
- Clients have an expert in the market they can rely on
- That revenue and retention targets are met or exceeded

The successful candidate will have experience in the following;

- Managing business relationships and conducting face to face meetings
- Contract negotiation and price reviews
- Business development
- Knowledge of the waste and recycling industry

#### **What you will be doing:**

- Building strong business relationships
- Reviewing accounts to ensure profitability
- Adopting a strategic approach to account development

#### **Required Skills/Attributes:**

- 3+ years experience in Account management
- Worked in a B2B services industry. Knowledge of Facilities Management Soft Services and/or the waste and recycling industry would be an advantage
- Excellent verbal communications skills
- Excellent written communications skills
- Good Microsoft Office skills, in particular Excel.
- A high degree of accuracy and attention to detail

## **Benefits**

- Become part of a rapidly expanding, commercially successful company with great career prospects
- Employer Pension Scheme
- Travel Season Ticket Loan

BPR Group is an equal opportunities employer.

**To apply:** Please submit your CV and a cover letter explaining your interest and suitability to Veronika.Celleryova@bprgroup.co.uk with the subject line "Senior Account Manager-Brighton". Please note that any applications without a cover letter will not be considered. Please include current salary details - basic, bonus plus any benefits - when applying.

For more information please email the above address.