



JOB DESCRIPTION

Position

Head of Waste Supply

Location

Hertford, Hertfordshire (with flexibility)

Reporting To

Managing Director

Company & Purpose of Role

Founded in 2012, Andusia has quickly become a market leader in the growing RDF market, exporting c 250,000 tonnes a year.

With the rapid growth of the UK EfW market, the business has identified the need for a Head of Waste Supply to take responsibility for sourcing and managing the RDF supply contracts in the UK for both the existing export market and new UK EfW market.

Job Summary

The role will require engagement with UK waste producers at a senior level, to identify and secure opportunities to both export waste and to supply UK EfW plants. The role will require the individual to sell the benefits of working with Andusia to suppliers and will require the individual to have a high degree of commercial acumen, to identify opportunities and to secure contracts.

For the right candidate there will also be the opportunity to develop and manage a team of account managers responsible for the businesses key UK EfW plants.

Key tasks

- Develop new (and maintain existing) relationships with waste suppliers with a view to securing lucrative waste supply contracts.
- Spot commercial opportunities and react quickly and in the company's best interests to drive profitable growth in the business.
- Accountable for sustainable waste supply growth from UK MRF's and plants.
- Manage and develop a team of account managers.
- Monitor and report on competitor activity and UK RDF supply patterns.
- Develop an ongoing business plan and procurement strategy with the Directors.
- Participate in the company's Senior Management Team.
- Work with Andusia's marketing manager to promote Andusia through events, conferences, PR and social media.

Attributes and Experience required

- Track record of success in the waste industry
- Senior commercial experience
- Can build relationships at a senior level
- Strategic in outlook
- Highly driven and motivated individual driven by results
- Self sufficient and able to work alone without direction
- Excellent network of contacts in the industry

Package

In return we offer a senior position in a successful, market leading company with a competitive salary, life and health insurance, annual bonus scheme and the ability to develop personally, as well as the possibility of participating in a company share option scheme.

To apply:

If you are interested in applying, then please email a copy of your CV and covering letter to Mark@andusia.co.uk