



JOB TITLE: APCr Sales Manager

LOCATION: National role

REPORTS TO: Legal and Commercial Manager

RESPONSIBLE FOR: Securing new APCr contracts, contract management and renewal / capacity management. Customer relationship management. Waste treatment business development and identification of new markets. Market analysis of APCr market.

INTERACTS WITH: Senior Management Team, technical and operational staff. B2B Customers.

HOURS OF WORK: Primarily 9.00 am – 5.30 pm Monday to Friday (37.5 hours per week). Due to the nature of the role flexibility and national travel, additional hours may be required according to business needs.

DATE OF ISSUE: November 2021

## JOB PURPOSE

Reporting directly to the Legal and Commercial Manager, you will be responsible for developing, promoting and requiring new APCr and other waste treatment business, including the completion of tenders. You will provide contract management services using business and commercial expertise to optimise the commercial benefit to O.C.O. There will be a strong emphasis on the support of both existing and new business, to ensure a high level of customer service and to develop added value.

Working in the energy from waste/energy recovery industry, you will demonstrate a high degree of technical and market expertise as well as a complete understanding of both health and safety and environmental regulation.

The role will be home based but will involve travelling across the UK to support existing sites on sales of aggregate from the plants.

This is a new and exciting leadership opportunity in a company that is growing rapidly in a unique field and will soon be a global business.

## KEY DUTIES

- Establish new and potential accounts through market research, good organisation and effective planning.
- Establish and maintain firm and progressive relationships with existing and potential clients, key suppliers, partners and internal stakeholders, acting as the focal point to create effective working



ISO 9001  
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platforms.

- Provide monthly reports to the Legal and Commercial Manager with appropriate analysis and commentary.
- Support the Legal and Commercial Manager in contract and service level agreement negotiations to achieve best value.
- Work with the Legal and Commercial Manager to respond to complex inquiries regarding contract obligations and revisions.
- Identify risks and issues and suggest alternatives that lead to the best solution for O.C.O
- Work with the Legal and Commercial Manager to (i) manage contractual obligations of the parties and (ii) to provide continual review to ensure that all terms and conditions are met.
- Work with the Legal and Commercial Manager to undertake Customer contract management activities including:
  - Facilitating the setup, engagement in and provide the oversight of contract governance arrangements,
  - managing contractual processes & formal contract changes, and
  - contract benchmarking and financial /risk assessment reviews.
- Liaising with clients and colleagues to ensure any contract problems or queries are resolved promptly and satisfactorily.
- Ensure accurate and up to date contract records are maintained and commercially sensitive information managed in line with information security standards.
- Assist with the completion of ITT's and tenders for major clients, to include attending site visits.
- Assist with the marketing strategy for the business and the development and use of promotional media.
- Any other duties as requested by the Legal and Commercial Manager that is within the skills and capabilities of the job holder.

#### ESSENTIAL SKILLS / EXPERIENCE

- A track record of success in contract negotiation/relationship management
- Strong interpersonal skills including influencing and negotiating
- Excellent communication skills both verbal and in writing.
- Excellent organisation and problem-solving skills.
- Proven track record of working with a diverse range of stakeholders and customers
- Very good commercial and risk awareness skills.
- Knowledge and understanding of EfWs and waste management.
- Ability to work professionally and to prioritise within a busy working environment
- Confident and well presented
- Team player, with the ability to work on own initiative
- Competent in Work, Excel, PowerPoint and Outlook
- Degree or equivalent
- Full driving licence holder

#### DESIRABLE SKILLS / EXPERIENCE

- Working knowledge of contracts and contract law.