



JOB TITLE: Head of Aggregate Sales

LOCATION: National role

REPORTS TO: Managing Director

RESPONSIBLE FOR: Leading the Aggregates Sales Team to Drive forward the creation of value from our sustainable aggregate production.

INTERACTS WITH: Directors, UK Management Team, External Stakeholders, Customers and Suppliers.

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

JOB PURPOSE

The job holder is to take full commercial and budgetary responsibility for the aggregate net revenue from all UK sites, and potential new sites as and when they are developed. They will develop and grow the customer base ensuring sales volumes to match aggregate production from the ash supply as well as building value in aggregates revenue.

The role will include responsibility for identifying new and potentially diverse applications for M-LS products, looking to grow the value derived from our sustainable materials.

They will be an active and hands-on member of the UK management team contributing to team activities, discussions, and decisions, and demonstrating a “one team” ethos.

The role requires strong relationships to be built and maintained with existing and prospective customers, ensuring customer service and satisfaction levels are kept at the highest possible levels and business reputation enhanced. The marketing of the aggregates arm of the UK business will be led by this role.

The role will, by its nature, expose the job holder to an important level of confidential information which needs to be treated and maintained with the utmost confidence. This may at times require the role holder to work closely with legal to ensure NDA’s and MOUs with new customers are in place.

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



Certificate Number 11259

ISO 9001
ISO 14001
OHSAS 18001

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KEY DUTIES

- To recruit and develop a forward thinking and dynamic Aggregates Sales Team.
- Develop and implement strategies needed to meet goals and objectives.
- To manage the Aggregates Sales Team to meet department and individual objectives.
- To meet with external stakeholders and selected industry groups in order to build relationships and generate new sales opportunities.
- To meet with existing and prospective customers to strengthen relationships and grow sales.
- To generate the Aggregates sales budgets and forecasts.
- To report on Aggregate Sales performance vs budget/forecast and develop KPIs that drive the behaviours and performance to match objectives and goals.
- Attend Board and management meetings as needed to report on areas of responsibility and communicate opportunities, challenges and strategies.
- Manage the relationships with hauliers to create value for the business.
- As a member of the UK Management Team, foster excellent working relationships.

ESSENTIAL SKILLS / EXPERIENCE

Able to demonstrate a good and positive attitude towards health and safety.

Of graduate calibre and/or relevant industry experience in senior commercial position ideally involved in concrete/asphalt/aggregate industries.

A minimum of 5 years of successfully managing and leading a commercial team with proven record of financial delivery.

Proven leadership skills and ability to coach, nurture and get 'buy in' from immediate reports.

Hands on excellent work ethic and drive to deliver on identified opportunities and department objectives.

Creative at solving problems and identifying opportunities.

Proven selling, and negotiation skills, with the ability to secure new business.

Enthusiastic flexible collaborator with ability to build strong relationships.

Able to work under pressure, on own initiative and with strong organizational skills.

Able to communicate with influence internally and externally as well as at multiple levels.

Commitment to delivering a high level of customer service.

Computer literate with an elevated level of numeracy and literacy skills.

Full, clean driving license and own transport.

DESIRABLE SKILLS / EXPERIENCE

Understanding of sustainability within the construction sector

Understanding logistics and haulage

Awareness of waste industry and carbon markets

Knowledge and understanding of O.C.O manufacturing