



**JOB TITLE:** Aggregates Director

**LOCATION:** UK wide – home or site based or hybrid

**REPORTS TO:** Managing Director

**RESPONSIBLE FOR:** Driving operational excellence, commercial performance and strategic development of the UK aggregates business

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

**HOURS OF WORK:** Primarily 9.00am – 5.30pm Monday to Friday but with flexibility as required to meet the demands of the role

**JOB PURPOSE**

The job holder is to take full commercial and budgetary responsibility for developing a broad and resilient customer base for the Manufactured Limestone (M-LS) produced by the Company’s patented process, securing long-term, high volume offtake agreements.

They will be responsible and accountable for the aggregate strategy, to include identifying new applications for the product capable of absorbing significant volumes.

They will be an active and hands-on member of the UK Board of Directors working alongside colleagues to form and influence the strategic direction of the business and the achievement of corporate objectives through team activities, discussions, and decisions, and demonstrating a “one team” ethos.

Advocacy for the company, representing the company at events, trade shows, public events and otherwise acting as a good ambassador the company and its brand.

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 based either at the individual’s home address or one of the UK sites but will involve travelling across the UK to support the management and development of the aggregates business.

Larkshall Mill, Thetford Road, East Wretham, Norfolk IP24 1QY  
 +44 (0)1953 573111 - info@oco.co.uk - oco.co.uk



Unless stated, all UK subsidiaries are registered at Larkshall Mill, Thetford Road, East Wretham, Norfolk, United Kingdom IP24 1QY.

A member of the O.C.O Group of companies, the UK parent of which is O.C.O Technology Group Limited (registered in the UK Company Number 15112154)

O.C.O Technology Ltd. Registered in England. Company No: 07247345

Registered office: Larkshall Mill, Thetford Road, East Wretham, Norfolk, United Kingdom IP24 1QY



## KEY DUTIES

**Market and Application Assessment** – Identify and assess the full range of current potential applications, with a focus on high volume uses and scalable and repeatable opportunities, and keep abreast of developments in this area.

**Partner Identification and Engagement** - Leverage existing networks to identify potential customers, partners, and intermediaries and to prioritise those capable of long-term, high-volume offtake. Facilitate targeted introductions and early-stage engagement.

**Relationship Development and Facilitation** - Facilitate high-level discussions with prospective partners and support O.C.O.'s UK Management Team in developing strategic, long-term relationships

**Commercial Structuring and Negotiation Support** - Assist in structuring commercial arrangements and negotiating supply agreements. Provide input on pricing strategies, volume commitments, contract structures and risk allocation.

**Sales Team Leadership** – Build, lead and manage a strong aggregates sales team to ensure coordinated engagement, avoid duplication and conflict and to maintain consistent messaging across the team.

**Operational Integration** – Ensure regular engagement between sales and operational teams to understand available volumes, product specifications and variants, stock locations and logistics considerations.

**Strategic Leadership** - Work directly with the Board of Directors and UK Management Team to develop and agree company strategy in line with Company values, to align on priorities, support development of key relationships, review progress and refine approaches.

Uphold and drive continuous improvements throughout our management systems (CMS, ISO45001, 9001,14001 and BES6001) within areas of your responsibilities.

Undertake ad-hoc projects as requested by the Managing Director, within the skills and capabilities of the jobholder.

## ESSENTIAL SKILLS / EXPERIENCE

Proven experience in a highly practical, action-oriented and commercially focused role with a record of financial delivery, demonstrating a contribution towards developing and forming high level strategy.

Sound leadership skills and the ability to coach, nurture and gain 'buy in' from others.

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

Understanding of sustainability within the construction sector alongside relevant industry experience in senior commercial position ideally involved in concrete/asphalt/aggregate industries.

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

Able to communicate with influence at all levels to build and foster relationships with internal and external stakeholders.

Full, clean UK driving license.

**DESIRABLE SKILLS / EXPERIENCE**

Experience in managing / overseeing logistics and haulage

Awareness of waste industry and carbon markets

