



Position Profile

Job Title: Business Development Manager

Division/ Function: Commercial

Reports to: TBC

Location: Home-Based

Last Review Date: November 2021

Purpose of the Position

Totus Environmental Limited is one of the UK's leading innovative international waste management and industrial services. Working with clients across the commercial, municipal and hazardous waste sectors, Totus has developed an unrivalled network of recycling and recovery outlets; serving a wide range of sectors.

The Business Development Manager will lead initiatives to generate and engage with business partners to build on new tenders for the company and identify and implement commercial opportunities to develop existing business. The Business Development Manager is the leader of their own commercial function in the UK and an integral part of the management team. This fast paced role exists to deliver significant long-term growth and future development within the business. The Business Development Manager will be focused, driven and have strong communication skills with colleagues and clients alike.

Responsibilities / Duties

The key responsibilities are:

- To identify partnership opportunities to secure long term trade contracts
- To develop new relationships in an effort to contribute towards future business growth
- Maintain and nurture existing business and relationships
- Think critically when planning to assure project success

Skills and Attributes

The ideal candidate will have:

- Strong communication and interpersonal skills at all levels
- Proven experience and execution of successful development strategies
- Focused and goal-oriented
- Waste Industry knowledge
- Ability to self-manage workload and meet deadlines
- Bachelor's degree or equivalent experience



- 2+ years' prior waste industry related business development experience
- Minimum 5 years' Commercial experience

What we offer

- Above average rates of pay
- Car Allowance
- 29 days annual leave
- Company pension contributions
- Company training provided as standard
- Further training and development opportunities

Mobility / Working Environment

The role is flexible/home based within the UK with UK travel required. Must hold a valid UK driving licence.

Our Knutsford office operates between the hours of 8.00am – 5.30pm, so flexibility in hours required to support the needs of the business, including some travel and occasional overnight stays.

Totus Environmental is an equal opportunities employer. Job titles and job content are presented without bias either of gender, race or disability and that nothing in either words or illustrations indicate any role stereotyping.

All offers of employment are subject to valid Right to Work documentation.

Review Sign Off

Employee Signature: _____ Date: _____

Reports to Signature: _____ Date: _____

Management Team: _____ Date: _____
