

## **JOB VACANCY - SALES & LOGISTICS MANAGER (MATERNITY COVER - 12 MONTHS)**

### **Job purpose:**

To manage the sales and logistics operation for the Polymers business at both sites in line with the vision, mission and strategy of the company.

**Location:** Trafford Park, Manchester and Salford.

**Working hours:** 37.5 hours per week, Mon-Fri 08:00 - 16:00

### **Principal Duties and Accountabilities:**

- Manage the sales and logistics activities for Polymers and SWAPP working closely with the Commercial Operations Manager, the Polymers Business Development Manager and the SWAPP Sales Executive to ensure customers' deliveries arrive on time and in full;
- Work with the sales team to sell every tonne of output material that we make to the highest possible value-add end-user market;
- Line manage the sales teams at both sites;
- Responsible for ensuring that the product dispatched has been passed for quality;
- Servicing Polymers existing customers including sales orders and invoicing;
- Building and retaining customer relationships;
- Pro-active selling to existing and new customers;
- Keeping abreast of technology to ensure the systems are effective and efficient in delivering a high quality service;
- Attending exhibitions and events;
- Dealing with new enquiries and updating leads on Dynamics CRM;
- Creating and presenting sales data for both sites at the weekly operations meetings;
- Manager the monthly sales meeting;
- Manage the quarterly CRM sales meeting;
- Arranging all national and international palletised goods in and out for all sites; and
- Line manage the Salford despatch Warehouse Operative.

### **Required qualifications/experience/competencies:**

- Experienced sales manager with at least 5 years working in sales/customer service;
- Sage knowledge preferred but not essential;
- Positive, can- do attitude and self- motivated;
- Well organised and work well under pressure;
- Computer skills - experience in Word and Excel required;
- Problem solving skills;
- Excellent interpersonal skills;
- Full clean driving licence essential; and
- GCSE Grade 4/Grade C or equivalent in English and Maths.

### **Applications:**

Please email your covering letter and CV to [jobs@axionrecycling.com](mailto:jobs@axionrecycling.com) or hand your CV and covering letter to Laura Smith, Commercial Operations Manager. Alternatively please post your covering letter and CV to:

Emma Barton, Axion Recycling Limited, Unit 2 Tudor House, Meadway, Bramhall, Stockport SK7 2DG

**Closing date for applications: Wednesday 17th July 2019**

**No agencies please**