

Business Development Manager

ABOUT US:

At Greyhound Recycling, we are dedicated to pioneering sustainable solutions while keeping our customers at the heart of everything we do. As a fast-growing leader in waste management and recycling, we are passionate about building a cleaner, greener future. Our mission is to transform waste into energy and implement cutting-edge recycling practices that drive the circular economy forward.

Ireland's economy is expanding rapidly, with ambitious growth targets across housing, construction, retail, manufacturing, and more. As one of the nation's leading waste management companies, we are strategically positioned to capitalize on this growth and play a key role in shaping a more sustainable future.

ROLE OVERVIEW:

Are you a relentless sales leader who thrives on exceeding targets? Do you lead from the front, drive results, and set the standard for excellence? We're seeking a top-tier **Business Development Manager** to take charge of our Commercial division and deliver exceptional annual sales revenue.

This role isn't for the faint-hearted. We need a closer, a strategist, a powerhouse, someone who lives and breathes the art of the deal. If you thrive in a high-stakes, competitive environment and are fueled by growth, this is your opportunity to make a real impact.

What You'll Do:

- Be client-facing - Constantly meet our existing and potential customers, creating feedback that will drive all our business investments
- Own the sales strategy - Develop and implement a dynamic, results-driven sales plan that drives rapid business growth.
- Lead & inspire - Recruit, mentor, and manage a high-performance sales team, ensuring they hit and exceed targets.
- Close major deals - Personally drive the negotiation and closing of high-value contracts with key commercial clients.
- Build and maintain strong relationships - Establish long-term partnerships with clients, ensuring repeat business and referrals.
- Push boundaries - Relentlessly pursue new business opportunities, identifying and targeting lucrative markets.
- Deliver results - Set ambitious sales KPIs and ensure your team consistently outperforms expectations.
- Write compelling and engaging proposals - Craft persuasive, professional tenders and proposals that showcase the value of our services.
- Negotiate pricing strategically - Structure deals that maximise revenue while ensuring long-term value for both the client and our business.
- Work cross-functionally - Partner with finance to develop, refine, and execute budgets that drive engagement and action
- Track & analyse performance - Use data-driven insights to refine strategies, improve sales techniques, and drive efficiency.

What We're Looking For:

- A proven sales leader - Minimum 5+ years in a B2B senior sales role,
- A fearless closer - Consistently hits or exceeds annual revenue targets, with a track record of securing major deals.
- A tenacious, results-driven professional - Highly competitive, thrives under pressure, and doesn't take "no" for an answer.
- A natural-born leader - Capable of hiring, training, and motivating a top-tier sales team that delivers exceptional results.
- Steadfastly customer-focused - a key requirement is ensuring the group is always customer solution-focused
- An expert negotiator - Skilled at structuring win-win deals that drive long-term business growth.
- A master communicator - Confident and persuasive, able to engage and influence stakeholders at all levels.
- A relentless prospector - Always on the hunt for new opportunities, using a mix of cold outreach, networking, and referrals.
- A strategist and executor - Balances big-picture thinking with hands-on deal-closing and team leadership.
- A data-driven decision-maker - Uses sales metrics, pipeline analysis, and CRM tools to optimise performance.
- A brand ambassador - Represents our company with professionalism, passion, and an unwavering commitment to excellence.

What's in It for You?

- Highly competitive base salary + uncapped commission-earn big on your success.
- Control over strategy and team development-shape the future of our Commercial Sales Division.
- The chance to dominate the industry - leave your mark in a high-growth, fast-moving business.
- Exciting career progression - Grow with a company that rewards top performers.
- Strong support from leadership - work with a senior team that backs bold initiatives.
- Access to top-tier sales tools & tech - CRM, analytics, and automation to boost efficiency.
- Autonomy & ownership - no micromanagement, just high expectations and results.
- A fast-paced, high-energy environment where ambition and drive are recognised and rewarded.
- Opportunities for innovation - bring fresh ideas to improve sales strategy and execution.
- A winning culture - join a team of motivated professionals who thrive on success.

If you have the hunger, drive, and skills to make an impact, we want to hear from you! This is an exciting opportunity to play a key role in shaping the future of a market-leading organisation.

Join us to make a tangible difference in both business success and environmental impact. If you would like further information on the position, please don't hesitate to contact us on hroffice@greyhoundrecycling.com or visit <https://greyhound.ie/>

