job description

Position title	Senior Field Sales Executive
Division	I&C

Purpose

This role exists to secure and develop higher-value business opportunities, provide coaching and support to Field Sales Executives and contribute to regional sales performance through advanced commercial expertise.

General

Key responsibilities

- **Strategic Sales Delivery**
- Achieve challenging sales and revenue targets.
- Identify, develop and secure higher-value business opportunities.
- Lead complex customer negotiations and commercial discussions.
- Build robust sales pipelines focused on long-term growth.
- **Customer & Stakeholder Engagement**
- Develop relationships with senior customer stakeholders.
- Deliver consultative sales solutions aligned to customer needs.
- Represent SUEZ professionally across customer and industry networks.
- **Coaching & Sales Support**
- Coach, mentor and support Field Sales Executives.
- Share best practice and support capability development.
- Support regional sales initiatives and performance improvement activities.
- Provide cover and deputise where required.
- **Commercial Management**
- Maintain accurate forecasting and pipeline visibility.
- Support effective customer onboarding and mobilisation.
- Ensure compliance with contractual, legislative and company requirements.

Skills

- Advanced sales and negotiation skills.
- Consultative selling.
- Coaching and mentoring.
- Strategic thinking.
- Commercial awareness.
- Stakeholder engagement and influencing.
- Territory management.
- Presentation and communication skills.
- Emotional intelligence.
- Self-management and accountability.

Knowledge

- Waste industry knowledge.
- CRM and sales systems.
- Competitor and market intelligence.
- End-to-end sales cycle management.
- Relevant legislation and industry developments.
- Regional market and customer landscape.

General

Specific candidate requirements

- Full UK driving licence.
- Significant field sales experience.
- Proven track record of achieving sales targets.
- Experience managing complex sales opportunities.
- Industry experience desirable.

Qualifications

- Good standard of secondary education.
- Sales, business or commercial qualification desirable.

Please note: The content of this job description reflects the main duties and responsibilities of the job and is not intended to form part of the contract of employment. SUEZ may revise the content of the role and responsibilities at its discretion.