

Compliance & Sales Manager

Reporting to: Project Manager

Remuneration:

Working Hours: 40 Hours

Location: Rainham Essex

The project: Land and Water Remediation are looking for a Compliance & Sales Manager to join our team at the Rainham Lagoons. We are restoring a wetland habitat, re-using material generated from construction projects, in-house dredging operations, and major infrastructure projects. Our main site activity involves receiving waste soils by road, however we also utilise our own Jetty to unload and transport materials from barges and manage the disposal of those materials once onsite.

In addition planning has been approved for a Soil-Washing Facility. We are looking to strengthen our small existing site-based team, to be able to deliver the operational & statutory requirements. This is an exciting time and opportunity to join the organisation & be an integral part of the preparations.

The role & key responsibilities:

- Line Manager to Compliance Officer & Weighbridge Operator.
- Managing the waste acceptance procedure from enquiry through to tipping for both restoration & wash plant operations.
- Interpreting & reviewing site investigation reports & lab analysis, to classify wastes & conclude if acceptable for site, in line with our Environmental Permit & existing WAP.
- Ensuring there is sufficient sampling provided, & “risk assessing” the new site/enquiry, for the volume of project/site history/waste process.
- Visiting prospective project sites with our suppliers.
- Negotiating with clients to secure new projects.
- Having a working knowledge of the current market.
- Developing new contacts & exploring potential different waste stream leads.
- Together with Project & Operations manager coordinate that projects/tipping are managed on site to maximise the commercial viability, whilst considering the restoration plan.
- Ensuring that quotes, Basic Characterisation Forms & any statutory paperwork for waste acceptance completed.
- Working with operations team to ensure material received is compliant & progress/resolve any quality issues with the client.
- Oversee ongoing training relating to Waste Acceptance & be the facilitator of communications for “setting the standards” expected.
- As part of the management team promote & instil a culture of compliance & quality in all activities across the site.
- Collate information for quarterly & annual reporting & permitting requirements.
- Coordinating on site soil sampling. Collecting samples for rapid & Mcerts/WAC sampling at third party sites.
- Liaising with stakeholders & clients to share information or provide documentation as required.
- Able to manage own workload, & ability to prioritise tasks as they arise.

The person:**Attainments/competencies & previous experience:****Essential:**

- Waste classification: Technical knowledge of waste industry. Must be able to analyse & interpret lab data.
- Working in line with the Environmental Permitting Regulations requirements and the site-specific waste acceptance procedure.
- Can demonstrate in previous roles: a history of building relationships & rapport with clients (to maintain good working relationships & procure new projects).
- Experience of providing regular reporting to relevant regulatory bodies.
- Understanding & able to balance both compliance requirements & commercial opportunities.

Desirable:

- Ability to monitor and action any HSQE issues on site.

Special aptitudes (e.g., oral, or written skills, manual dexterity, etc.):**Essential:**

- Good IT skills and effective user of MS Office, Excel particularly.
- Ability to liaise and converse effectively with clients in a professional manner.
- Excellent communication & teamwork skills.
- Good organisational skills.
- Proactive approach to HSQE
- Process-oriented and detail-focused.

Personal Attributes (Aligned to the company core values and behaviors):**Essential:**

- **Passion & Excellence:** - pursue a can-do attitude; being proactive and owning your work. Challenge the status quo and love what you do.
- **Respect** – be aware of your impact on others; value openness and carefully listen to the review of others. Respect your colleagues, self, and environment. Look after the tools of your trade.
- **Collaboration** – working together to achieve a common goal.
- **Empathy** – demonstrate a caring approach to your colleagues, customers, and self.
- **Honesty & Integrity** – when something goes wrong – own it! Learn from mistakes and avoid it happening again. Flexible attitude, willing to take on tasks to meet project needs.

Other requirements:**Essential:**

- Able to work unsocial hours and/or extended days to meet changing needs, on occasion by prior agreement.

- The successful candidate is joining a small on-site team, with an “all hands to the pump attitude.” Understanding all personnel contributions to the operation to work collaboratively to achieve site objectives. The role is varied & diverse & requires someone who can hit the ground running (with lots of support & training) & is also willing to be involved in all aspects of the site operations as required.

Desirable:

- Due to the location of the site, own car would be advantageous.