



Veolia group is the global leader in optimized resource management. With over 171,000 employees worldwide, the Group designs and provides water, waste and energy management solutions which contribute to the sustainable development of communities and industries. With its three complementary business activities, Veolia helps to develop access to resources, preserve available resources, and to replenish them.

Through our comprehensive expertise, we are able to develop tailored services for governments, businesses and industries. Our one-stop customized solutions improve operational, financial and environmental performance, making Veolia a reliable partner in our clients' sustainable growth.

Sales Manager

Job Description:

We are looking for highly motivated professional(s) with excellent value selling, communication and negotiation skills to:

- Achieve agreed sales targets and outcomes within schedule.
- Establish, develop, engage and improve positive relationships with existing and prospective customers by building long term, sustainable relationships through open and interactive communication.
- Initiate sales promotion activities proactively to reach out to customers in existing and new market segments.
- Generate and maintain information in salesforce CRM including contacts, waste product category information (waste stream), billing information, opportunities, sales quotation, sales contract etc. and submission of tenders/RFQ.
- Coordinate and obtain waste samples for analysis and profiling, safety data sheet, customer waste stream declaration, process of waste generation and other relevant information required to establish the waste profile.
- Discuss with the respective stakeholders on costing, technical evaluation, treatment method, operational requirements etc. for wastes that require special handling and attention.
- Review and update different status for opportunities, quotations, contracts on a daily basis in salesforce CRM to formulate business road map & timelines for follow up.
- Schedule customer visits to understand customer specific requirements and propose alternative waste package, storage, labelling, waste segregation, waste scheduling and other considerations to optimise operations and fleet management to increase output per collection.
- Obtain and report competitors information and activities for management's decision making and business justification.
- Work closely with the respective departments to ensure service quality and compliance services are met for the entire customer value chain.

- Coordinate with EHS, operations & customer for plant qualification audit and post-audit follow up actions as well as any corrective action report for any incidents occurrences for closure.
- Coordinate with the EHS coordinators and logistics to establish risk assessment and safe work procedure for waste collection.
- Actively participate in Occupation Health and Safety and Hazardous Observation Program.
- Negotiate and coordinate the waste return in the event the waste is non-treatable or waste received is out of specifications and the customer does not accept the proposed price.
- Generate daily sales status reports, prepare monthly sales report, customer's report as required.
- Respond to customer feedback and resolving complaints and provide after-sales support.
- Attend seminars, workshops, industry groups meetings as and when required.
- Participate actively during meetings and discussion and add value to the business.
- Acquire knowledge on industry's best practices and developments and be informed about changes to regulations and codes of practice and communicate it to the relevant customers.
- Monitor DSO and accounts receivables reports for improved cash management. Verify Sales Invoice's information is correct prior to submission and assist in collection.

Job Requirements:

- Degree or Diploma in Chemistry / Chemical Engineering with at least 3 years of business development, sales and marketing experience.
- Experience in chemical / oil and gas / microelectronics industries.
- Knowledge in environmental services / waste management is a plus.
- Proven track record of generating new business and rapid revenue growth.
- Excellent value selling and negotiation skills.

Interested candidates are requested to submit application online or email full CV with photo stating current and expected salary, availability date, etc. to sg.hr@veolia.com

Successful candidate will be working in the main office located at 15 Tuas View Circuit, Singapore 636968. Company transport is provided.