

New Business Development Manager to strengthen Reconomy's Business and Industry Division

3 years ago



Reconomy has further strengthened its Business and Industry division team with the appointment of Shane James as Business Development Manager. Shane joins Reconomy from Biffa, where he worked with new and existing retail and distribution customers within its corporate sales function.

During his time at Biffa, Shane delivered operational, commercial, and sustainability waste management projects for customers in the public and private sectors. Prior to his time with Biffa, Shane also worked in major and national commercial roles at both Veolia and Viridor, bringing a total of 10 years' worth of valuable industry knowledge to Reconomy.

Shane will be focusing on developing relationships with large contractors and new clients in Reconomy's Business and Industry division, challenging the status quo and helping to raise their environmental performance.

Upon joining, Shane commented: "I have followed Reconomy for nearly 10 years and believe it offers a market-leading proposition that delivers customers a cost-efficient and sustainable waste management solution – unpinned by the market's most agile and robust national service, which is carefully tailored to the customer, rather than to the service provider's needs.

"Put simply, Reconomy's focus is to engineer waste out of a customer business rather than trying to maintain waste volumes for trucks and incinerators which makes us unique at a national level – at a time when the customer's priorities need to be prioritised like never before.

"I am thrilled to join Reconomy, where I will contribute towards the continued growth of the business and look forward to working with our new and existing customers, bringing to life our offer and driving customers towards circular and net zero goals."