

phs Wastekit appoints new sales director

3 years ago



Leading baler and compactor supplier [phs Wastekit](#) has appointed Teresa Gizzi as its new Sales Director as the company continues to expand nationwide.

Teresa made the transition to phs Wastekit from the phs Group's hygiene division where she spent three years as Regional Sales Manager.

She is now heading a sales team of 20, including field sales and telesales, supporting phs Wastekit's growth plans across the UK as it aims to engage with more businesses nationwide to help reduce the cost of their waste and support their sustainability and waste management goals.

phs Wastekit is one of the UK's leading suppliers of baler and compactor machines, which help businesses reduce their impact on landfill, decrease waste collection costs and free up valuable space. Baled cardboard and plastic can also create an additional revenue as bales can be sold to recycling companies for reuse or resale.

As well as supplying high quality baler and compactor machines, phs Wastekit offers operator training, servicing and maintenance packages across the UK, consumables and accessories, as well as partnerships with recycling companies to support customers.

Speaking about her new role, Teresa said: "I've really enjoyed stepping into this exciting role to drive sales nationwide and support the fantastic team at Wastekit. They are genuinely passionate about making a difference and helping businesses reduce their waste costs and work towards their sustainability goals. There are so many new opportunities in the pipeline."

"Wastekit's recent survey into waste management habits flagged the challenges that hospitality and some parts of retail are facing in to trying to reduce their waste costs, so we look forward to working closely with

those sectors, and many others, to break down any barriers they face and support their future efforts using balers and compactors.

"We offer a free Waste Saving Audit and free trials of many machines to demonstrate how these machines can support savings, recycling and changes to waste management that these sectors in particular could benefit from."

Jason Smith, Managing Director of phs Wastekit, said: "Teresa has been in sales for her entire career and she's very experienced in growing and developing both new and established markets for the phs Group. Her track record speaks for itself, and we are delighted to see her move over to phs Wastekit in this crucial role as we continue to expand and grow the business."

In December 2022, phs Wastekit surveyed a selection of businesses from the hospitality, retail and food manufacturing industries to learn more about waste management habits. 41% of hospitality respondents said they do not own or rent a baler or compactor. This was the highest percentage of any sector surveyed.

The survey also revealed a lack of knowledge about, and engagement with, the waste rebates available to the hospitality sector. 21% of respondents in hospitality did not receive any rebate for their waste cardboard or plastic, and 10% had never heard of the rebates available.

Retail had a greater usage of balers and compactors to reduce costs but 20% of respondents in the retail industry still did not own or rent a baler or compactor and 91% cited cost and space as the barriers preventing them from using one.

Read more about phs Wastekit's waste management survey [here](#).

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