



MEET NICKY

Business Development



The best part of my job is talking to new and existing customers that perhaps haven't used us for a while. Getting the order and making sure they get a good service from us is really important to me.

Nicky plays a vital role in the L&S new business team, supporting the Sales Director with activities such as recording local planning leads, identifying new opportunities and providing quotes for new and existing customers.

In her varied role, Nicky also manages the company CRM system, handles all the new supplier questionnaires and keeps abreast of Constructionline, RISQS, and other platform requirements to ensure that L&S' documents are all up to date.

FUN FACTS ABOUT NICKY!

A few things about Nicky that people may not know include that she once went on the online Dragon's Den, she received a phone call wishing her a happy birthday from Dec (of Ant and Dec fame!) and she was a pretty decent water-skier in her youth!

Perhaps more impressive than that is her unique party piece, which involves taking matchsticks out of the box and lighting them with her toes!



Contact **01329 840000**
or visit **www.lswaste.co.uk**