

## Paul Danks

### DIRECTOR

A highly motivated, successful and high driven Waste Professional, with a proven track record of business management and project development in line with Corporate Strategy. Strong commercial awareness coupled with excellent market awareness and knowledge, alongside skills for project delivery and business solutions.

#### CAREER EXPERIENCE

- Current – Director and Owner of Waste2Resource Ltd
- 2009-2011 Business Development Manager, Orchid Environmental Ltd
- 2008-2009 Business Development Director, New Earth Energy (Part of New Earth Solutions)
- 2005-2008 Business Development Manager, Inetec Ltd
- 2003-2005 National Account Manager, ET2 Ltd
- 2000-2003 Regional Sales Manager, Veolia Environmental Services
- 1996-2000 Regional Sales Executive, BFI Waste Systems (Now Sita)
- 1989-2000 Various roles, Dudley Metropolitan Borough Council

#### QUALIFICATIONS

- HNC in Waste Management, Sutton College

#### KEY SKILLS

- Business/Project development
- Financial appraisal of emerging technologies
- Good communication skills
- Flexibility
- Customer focused
- Management Skills
- Dedication
- Hard-Working
- Motivation
- Negotiation skills
- Professionalism

#### CAREER HIGHLIGHTS

- Security of waste input feedstock contracts for three mechanical heat treatment facilities totalling over 200,000 tonnes p.a. (revenue 12.3 million p.a)
- Securing of output markets for materials including RDF, scrap metal, mixed plastics and glass
- Development of alternative outlet locations and technologies for RDF output product
- Identification and implementing the strategy for the development of the National Infrastructure of Food Waste to Renewable Energy facilities
- The security of project approval to develop an energy from waste project at Winfrith Park Dorset 5 MWe
- Marketing of small scale food waste to renewable energy plants targeted at food manufacturing sector

#### CONTACT DETAILS

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#### WEBSITE

