

## Business Development Manager

### Marcus Heath, Business Development Manager, P. Mullaney & Sons

Marcus Heath is the Business Development Manager at P. Mullaney & Son, a metal recycler based in Mossley, Lancashire.

Despite being only 28, he has already spent 12 years working in the metals recycling industry.

Starting at a small family-run firm when he was 16, sweeping the yard, he progressed to become Yard Manager. He was then approached by Sims to work as an Undergraduate Commercial Trainee within their non-ferrous division.

In his current role at P. Mullaney & Sons, he looks after all the non-ferrous buying and selling, to both domestic and international markets.

"In my first role, I worked with a great guy who had been in the business for years, a real old school scrap man. He taught me the ways of the yard, how to clean the metals and maximise the money that could be made on a load", said Marcus. "Like that role, most of my training has been on the job, and I've found the role of mentors to be particularly beneficial to my career, as I like a hands-on approach to learning".

While at Sims, Marcus was given a mentor, Sue Hosking, who has been a

big influence on his career.

Marcus adds: "Sue gave me the opportunity at Sims, and I worked closely with her. She would spend two or three days a week with me, teaching me about buying scrap metal, and mentoring me on how to build relationships. Sue has played a massive role in me being where I am now. Also, while at Sims I was able to learn about international export markets."

Marcus believes to be successful in this type of role, you need to be organised, level-headed, adaptable to any situation, and be fair and honest. He's proven how far that can take you, having started at operative level, and now managing the buying and selling of metal.

"What I like about a role like this is the variety it offers. You deal with so many different materials. Also, the autonomy I have been given to get on do and my job. I'm thriving as I am able to manage myself. The staff at P.Mullaney & Sons, who are a family-run firm, have welcomed me in as part of the family, and I really appreciate that. One reason I was hired was to help to mentor the younger members of the family, and I have really enjoyed passing on my experience, much in the way that I learnt."



What advice does Marcus have for anyone wanting to start a Green Career, particularly metals recycling? "Work hard and knuckle down. This industry has a lot of classifications. Continuous training like WAMITAB, as well as courses and advice offered by the BMRA, ensure that the people doing certain roles are as qualified as they can be and can easily access the information they need to do their jobs. We work in an environment with many barriers and boundaries, but its highly functional and hands-on, and if you show a willingness to learn the business, you can progress like I have. Scrap metal is in my blood, and I can't imagine doing another job now".

Metals recycling is a £7 billion sector and comprises an estimated 2,000 businesses and employs over 15,000 people. It is an established globally competitive industry that provides essential raw material from recycling for metals manufacture, which in turn enables a significant reduction in use of energy and virgin resources.