

Senior Commercial Manager

Mitchell Garner is a Senior Commercial Manager at Sims Metal

How long have you have been doing the role?

I started at Sims two years ago.

How did you get into the role?

I applied for the role after seeing it advertised. I had been working in metal recycling since 2011 doing a variety of operational and commercial roles.

Did you come from a different sector?

Previously to working in metal recycling I served just over three years in the Royal Air Force.

What qualifications or experience and /or specific training did you require for the role?

For this current role, the experience I required was direct man management, the ability to control volume and margin

and a high level of communication to the current stakeholders of the business and impact your role has.

What skills do you need for the role?

- Management
- Negotiation
- Strategic Thinking
- Planning
- High level of communication

Who would this role suit?

A successful commercial manager / trader looking to make the next step up.

What advice do you have for anyone looking to start a Green Career?

Trust your gut, think outside the box, express yourself and be proud of the work.



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.