



National Careers Week Sarah Price | Account Manager

Sarah Price, Account Manager with Enva Wood, based in Manchester, shares her career journey with us for National Careers Week.

Can you share a little about your career journey and how you got to where you are today?

My career journey began working for a company who supply, maintain and distribute specialised textile products to businesses. This included workwear, mats, and products for healthcare and hospitality sectors which we industrially laundered. Through this role, I developed customer service skills and then became interested in sustainability.

I've been working in the wood recycling industry for 8 years, starting in business development. My role involved identifying new opportunities, building relationships and growing the business. Over time, I have developed my knowledge of the industry and now I manage key supply chain accounts.

I have learned along the way, particularly about the operation side of the business and worked my way up by taking on more responsibility. My team are responsible for managing a supply chain of over 400,000 tonnes pa of waste wood across seven sites in England and Scotland from a wide variety of sources from local authorities to furniture manufacturers.

What inspired you to pursue this career path?

The idea of turning waste into a product. I've always been passionate about sustainability, working for a wood recycling company has allowed me to contribute to an industry helping to minimise waste and reduce environmental impact.

How has your role evolved since you first started?

When I first started, my main focus was exploring new business opportunities. My role has evolved to include all aspects of the supply chain. As well as new business opportunities, I now manage key accounts and oversee supply logistics, working closely with our suppliers to ensure smooth operations.

What advice would you give to someone looking to enter the recycling industry?

The industry is consistently changing and evolving so being adaptable is key. Networking and staying informed about industry trends will also help you develop in your career.

If you could go back and give your younger self career advice, what would it be?

I would tell my younger self to be more patient and persistent. In my early career I was eager to advance quickly, but I've learned building relationships takes time and it's important to focus on continuous learning.

What does a typical day look like for you in your role?

A typical day involved a mix of strategic planning, customer visits, and managing supplier relationships. Staying in touch with our suppliers to ensure we're meeting the standards they have come to expect. I also dedicate time to planning and looking for new opportunities to optimise wood recycling.

What skills and qualifications are most important for someone in your field?

The ability to negotiate and manage relationships is critical. A good understanding of logistics, supply chain management and team working is also important.

Thank you, Sarah.