



Servosteel

Pensnett Road
Dudley, West Midlands
England, DY1 2HA

T: +44 1384 471371
F: +44 1384 471370

www.servosteel.com

Job Vacancy – Business Development Executive

Title

Business Development Executive

Description

The role of the Business Development Executive exists to generate and maintain a profitable and sustainable customer base for our Laser processing service. Focus will be firmly placed on delivering business KPI's. A professional and proactive approach to driving sales and delivering results is essential. This vacancy provides an excellent opportunity for an enthusiastic individual to join a successful and forward thinking organisation.

Responsibilities

- Business development - creating long-term value from customers, markets and relationships.
- Planning and preparation of quotations and proposals.
- Generation of leads and opportunities through cold calling and client appointments.
- Operate in accordance with business KPI's.
- Provide exceptional customer service at all times.
- Provide resolutions to customer queries.
- Order processing - contract review, input and acknowledgment.

Skills

- Experience of the UK subcontract laser market is a pre-requisite.
- Able to interpret technical drawings.
- Sound knowledge of products, specifications and market expectations.
- Confident negotiator with the ability to close deals.



- Conduct business activities with a high degree of integrity.
- Highly motivated with the drive and passion to succeed.
- Strong written and verbal communication skills.
- Excellent attention to detail.
- Capable of hands on problem solving with the ability to generate ideas and solutions.

Responsible to: Sales Manager

To apply for this position, please contact Alex Preece by calling 01384 471371 or email apreece@servosteel.com.

