

Job Description

Job Title SENIOR SALES EXECUTIVE, STRIP MILL PRODUCTS

Responsible to R. Heath, Commercial Manager

A unique and exciting opportunity has arisen to join an industry leading steel processor. As the largest independent Steel Toll Processor in the UK, Servosteel are committed to offering an established and innovative processing service to the steel community. Servosteel currently offers Coil Pickling, Slitting, Decoiling, Blanking, Flatbed Laser, Press Brake and the UK's only SCS, Surface Improvement and Recovery Line along with Direct Material Sales and confirms our position as the complete "one stop steel shop". As part of our drive to continually improve our services, innovate and invest in the future, we seek a talented Senior Sales Executive to expand our successful Direct Material Sales team.

Primary Responsibility

Development of new and existing Sales business through strong professional account management.

Principal Accountabilities

1. Develop a sound knowledge of all products and services offered by company
2. Identification of new Sales opportunities for both Service Centre and Toll Processing
3. Generation of leads and opportunities through current and historic customer database, cold calling and client appointments
4. Understanding the clients objectives, buying criteria and decision making process
5. Planning and preparation of quotations and proposals
6. Completion and submission of Customer visit reports to Commercial Manager
7. Assisting with the co-ordination of and participating in Sales promotions/campaigns
8. Working with new and existing clients to determine their present and future requirements

Skills

1. Excellent interpersonal skills
2. Strong written and verbal communication skills
3. Positive attitude towards both Business needs and colleagues needs
4. Highly motivated and driven to succeed with excellent organisational and time management skills – full flexibility required
5. Confident negotiator with the ability to close deals
6. Strong customer management skill and the ability to keep promises
7. Capable of hands on problem solving with the ability to generate ideas and solutions
8. Full driving licence required

To register your interest, please submit your C.V. to Rob Heath at [rheath@servosteel.com](mailto: rheath@servosteel.com).

Character references will be required and taken up at second level of interview.