



# Servosteel

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[www.servosteel.com](http://www.servosteel.com)

## Job Description – Business Development Executive

### Title

Business Development Executive

### Description

The primary objective of the role is to develop Toll, Sales and Storage divisions of the business working closely with the Toll and Sales Managers. Immediate requirements will be ensuring all opportunities are surfaced from both existing and prospective customers, whilst at the same time presenting a clear and concise value proposition. Development a marketing strategy, both physical and digital will be key to driving through success. The role will be a combination of office and field activities.

This role will report to the Sales Managers, with further support from the wider team and board.

### Responsibilities

- New business development for Toll Processing, Sales and Storage
- Through visits, ensure we are highly visible to existing and prospective customers.
- Successful structuring, negotiating and closure of new business opportunities.
- Market analysis, to understand product and process specific opportunities.
- Periodic service review meetings in tandem with Sales Managers
- Development of a digital marketing strategy that promotes growth.
- Attendance at industry specific networking events

### Skills

- Proven success and demonstrable knowledge of products and services – 5 years+
- Ability to communicate the Servosteel value proposition, and overcome resistance
- A consultative approach to selling; understanding the customers' needs, challenges and presenting a solution
- Strong written, verbal skills, whilst also capable to present professionally at all levels
- A positive mindset, highly motivated, and driven to succeed
- Excellent organisational and time management skills – full flexibility required

To apply email [careers@servosteel.com](mailto:careers@servosteel.com)



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