

## Business Development Executive - Well Established Fastener Company

**Location:** Wolverhampton, United Kingdom

**Salary:** Dependant on experience + Generous Benefits

**Posted:** 01/01/2024

**Closes:** 01/02/2024

**Contract Type:** Permanent, Full Time

**Hours of Work:** Monday – Friday 8am – 5pm

**Website:** [www.bnml.co.uk](http://www.bnml.co.uk)

We are looking for a motivated and results-driven Business Development Executive with a background in the manufacturing industry (preferable but not essential) to join our team in the West Midlands. The ideal candidate will be responsible for identifying new business opportunities and developing strategic partnerships to drive company growth, reporting into the Business Development Director. This is a position that offers progression within a forward thinking, vastly growing, reputable business.

Applicants must have a passion and enthusiasm for sales and the products we manufacture. Applicants will need to be able to effectively manage their workload and meet strict deadlines. You will be required to use Microsoft Office and internal business systems.

If you feel you are suitable for the role, send your CV and cover letter via the recruitment page of the website stating the job role you are applying for. The successful applicant will be offered the role pending reference checks and eligibility to work in the United Kingdom. <https://www.gov.uk/legal-right-work-uk>

Bolt & Nut Manufacturing Ltd are committed to equal opportunities for all persons seeking employment with us. We will ensure no one receives less favourable treatment or will be disadvantaged by requirements or conditions that cannot be shown to be justifiable on the grounds of any protected characteristic.

Successful applicants will be contacted to determine if any special arrangements need to be made prior to the interview process.

**Bolt and Nut Manufacturing Ltd**

Cannon Business Park  
Gough Road  
Coseley  
WV14 8XR  
West Midlands, United Kingdom  
[www.bnml.co.uk](http://www.bnml.co.uk)  
Tel: 01902 355 110

<b>Job Title</b>	Business Development Executive
<b>Reporting</b>	Business Development Director
<b>List of duties</b>	<ul style="list-style-type: none"><li>• Identify and pursue new business opportunities within varying market places.</li><li>• Develop and implement effective strategies to achieve account opening targets and bonuses.</li><li>• Collaborate with all other departments including, estimating, purchasing, marketing, operations, and finance.</li><li>• Prepare and deliver sales presentations and proposals to potential clients/partners, showcasing the company's products and services</li><li>• Negotiate pricing with clients, ensuring mutually beneficial outcomes for all parties involved</li><li>• Keep abreast of market developments and emerging technologies that our product may be used in</li><li>• Arrange travel for customer meetings both nationally and internationally.</li><li>• Identify/Attend Exhibitions and identify potential targets</li><li>• Arrange and control Exhibitions.</li><li>• Attend networking events and conferences.</li><li>• Identify potential subscriptions and approvals the company may need to break into new market sectors</li><li>• Learn and become knowledgeable about our products and the industry standards</li><li>• Help to run companies LinkedIn page / product posts.</li><li>• Maintain ERP contacts with latest contact details</li></ul>
<b>Requirements (skills, experience, qualifications)</b>	<ul style="list-style-type: none"><li>• Experience in a business development or sales role within the manufacturing industry (preferable but not essential).</li><li>• Experience of working for a manufacturing company (preferable but not essential).</li><li>• Excellent networking and relationship-building skills, with a demonstrated ability to connect and engage with key personal at all levels in the industry.</li><li>• Outstanding communication and presentation skills, both written and verbal.</li><li>• Ability to work independently and as part of a team, effectively managing multiple priorities and deadlines.</li><li>• Proven track record of meeting or exceeding targets and developing business from scratch.</li><li>• Excellent negotiation and persuasion skills, with a focus on delivering positive outcomes for both the company and the client.</li><li>• Proficiency in using CRM software and other relevant tools for tracking and managing leads and sales activities.</li><li>• Full UK driving license and willingness to travel within the UK and Globally. No criminal record</li><li>• A tenacious/passionate attitude towards their work and the company</li><li>• Maintaining a positive/resilient approach</li><li>• Excellent Organisation skills and reliable</li></ul>

	<ul style="list-style-type: none"> <li>• Be able to thrive in a pressurised environment and work in a proactive manner.</li> </ul>
<b>Personality type/traits/skills</b>	<ul style="list-style-type: none"> <li>• Good level of education</li> <li>• Drive and determination</li> <li>• Ability to work to deadlines</li> <li>• Good time keeping</li> <li>• Attention to details</li> <li>• Ambitious</li> </ul>
<b>Salary</b>	Generous salary and bonus package are offered with this role
<b>Benefits (pension, healthcare, car)</b>	Government pension scheme Free Parking Occupational health Death in Service
<b>Holidays</b>	28 days + bank holidays
<b>Days and Hours</b>	Monday – Friday 8am – 5pm
<b>Dates free to interview:</b>	Monday – Friday 8am – 5pm
<b>Closing Date</b>	01/02/2024
<b>Contact Details (name, number)</b>	Lee Marsh – 01902 355110 lee.marsh@bnml.co.uk