

Export Sales Executive

Well Established Fastener Company

Location: Wolverhampton, United Kingdom

Salary: Dependant on experience + additional benefits

Contract Type: Permanent, Full Time

Hours of Work: 40 Hours (Mon-Fri) Flexible working (Core hours 09:00 – 15:00)

Website: www.bnml.co.uk

Bolt & Nut Manufacturing Ltd are recruiting an Export Sales Executive to join its Sales Department, reporting to the Export Sales Manager.

Bolt & Nut Manufacturing Ltd specialise in the manufacture of Special/Bespoke Fasteners for sectors such as Oil & Gas, Petrochemical and Power Generation etc.

Our company has seen substantial growth within recent years and is investing in our staff and facility.

Applicants will need to be able to effectively manage their workload and meet strict deadlines.

You will be required to use Microsoft Office and Enterprise resource planning 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

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BOLT AND NUT

SPECIALISED BOLTING SOLUTIONS

Job Title	Export Sales Executive
Reporting	Export Sales Manager
List of duties	<ul style="list-style-type: none">• Handling existing and new customer accounts.• Ensuring KPI's are achieved including sales targets, TOP 50 generation, calls, visits and new accounts• Ensuring all paperwork/systems are adhered to i.e. potentials sheet, call reports, filing etc.• Attending exhibitions and visiting specific customers as required.• Introducing new business from prospective accounts and regenerating business from dormant accounts.• Investigating and progressing new markets and opportunities.• Managing accounts of existing customers and generating sales.• Promoting business to build customer portfolio.• Raising profile of the company to current and prospective customers.• Generating new business within your area and within the sectors and on the terms specified by the Sales Director.• Assisting in developing the sales and marketing strategy to include advertising and promotion.• Working closely with the Sales Manager to help form a successful Sales Team.• Winning business at or above the company's minimum approved margins.• Researching new prospects
Requirements (skills, experience, qualifications)	<ul style="list-style-type: none">• Excellent communication skills• Experience in Microsoft systems• Well-presented and professional• Good level of education• Driving licence.• Happy to travel
Personality type/traits/skills	<ul style="list-style-type: none">• Drive and determination• Good negotiation and interpersonal skills• Ability to work to strict targets and deadlines• Good time keeping• Good attention to detail• Ambitious
Salary	Negotiable + Generous bonus scheme
Benefits (pension, healthcare, car)	Government pension scheme Free Parking Death in Service cover Flexible Working
Holidays	28 days + bank holidays
Days and Hours	40 Hours per Week. Core hours 09:00 to 15:00 must be worked Mon-Fri.
Closing Date	
Contact Details (name, number)	Tom – 01902 355110 tom.higgs@bnml.co.uk