

Job Title: Business Development Executive
Reports to: Business Manager
Department: DNA Metalwork
Hours of work: 8am – 5pm Monday – Thursday & 8am – 4pm Friday

WEC Group Ltd is looking to recruit an experienced and enthusiastic Business Development Executive to join our team at DNA Metalwork, part of the WEC Group based in Rotherham.

We are offering an excellent salary, plus many other benefits, but more importantly the chance for you to develop your career within a rapidly growing and forward looking organization.

Ideally we are looking for someone from a laser cutting / press brake / sheet metal fabrication background, however if you are from a different background we will be happy to consider your application too, as a positive can do attitude is just as important to us as prior industry experience.

The underlying objective is to further develop an existing client base in a competitive market; identifying new business opportunities via cold calling/networking and ensuring our customer needs and expectations are met on a daily basis.

Responsibilities

- To promote the products and services of this Division and, where applicable, other sub divisions of WEC Group • Sourcing and quoting new customers
- Responsibility for achieving monthly and quarterly sales targets
- Produce weekly/monthly forecasting data
- Cold calling/lead generation and prospecting
- Generate business at senior level
- Strategy and business planning
- Generate new business opportunities within your territory
- Produce weekly/monthly sales reports
- Regional strategy planning
- Create and deliver successful presentations

Knowledge, Skills, Experience

- External/ Internal sales experience within an engineering background
- Proven achieved target sales within the industry
- Ability to read and interpret technical and fabrication drawings
- Discuss solutions and be able to prepare and submit quotations in a professional manner
- Generate good working relationships
- Administration capability, organising, planning, internal communication
- Able to work as part of a team or on own initiative
- Excellent Numeracy and Computer Skills

Working Location/Environment

Rotherham, Yorkshire

Company Benefits

25 days holiday per year Car
allowance
Company profit share scheme Company
pension scheme
Free secure parking
UK healthcare scheme

WEC Group Ltd
Tel 01254 773718 – Fax 01254 873118 [www.wec-
group.com](http://www.wec-group.com)

Refer a friend scheme
Employee benefit loan scheme

How to Apply

All CVs to be sent to the Recruitment team, by email recruitment@wecl.co.uk or by post: WEC Group Ltd, Springvale House, Springvale Road, Darwen, Lancashire, BB3 2ES

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Tel 01254 773718 – Fax 01254 873118 www.wec-group.com