



# BUSINESS DEVELOPMENT EXECUTIVE

**VACANCY:** Business Development Executive

**LOCATION:** National, Field Sales role. Offices based Rotherham, S60 (Close to Meadowhall, Sheffield)

## ABOUT US:

MTL Advanced is a Yorkshire-based steel engineering and manufacturing company operating from a 300,000 sq. ft. facility in Rotherham.

We have invested in an extensive range of technology and equipment and provide services to a range of OEM's from leading industries including defence, security, construction, quarrying, recycling and rail.

Our inhouse capabilities include, large format Laser Cutting and Press Braking, CNC Precision Machining, Fabrication & Welding, Shot Blasting, Painting and final Assembly.

We are looking for a Business Development professional with a technical sales background in laser cutting and pressing.

You will identify new customers, secure new business and ensure continued growth by developing these customers to their maximum potential.

This is predominantly a new business development role, but you will also manage some existing customer accounts. You will understand MTL's offerings and will include regular external customer interaction. This is a national role, spending 3-4 days a week out on the road, visiting customers and prospecting.

## ABOUT THE ROLE:

- Develop new business opportunities, prospecting potential new customers and also visiting current key customers
- Present, sell and translate MTL's capabilities in laser cutting and pressing
- Working to targets to help increase the profitability of the company
- Ensure customer requirements are fully understood and documented to enable accurate quotations
- Establish and develop strategic relationships with key customer accounts
- Responsible for your own sales budget within general engineering sectors
- To provide weekly / monthly sales reports as required.

## ABOUT YOU:

- A proven track record within sales, new business development and account management
- Sound engineering knowledge, in particular Laser, Press, sheet metal and fabrication
- Full UK driving licence with the ability to visit clients, sites, customers and events nationwide
- Being the face of the business to represent the company in a professional manner

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- A flexible approach to be able to adapt to changing and challenging requirements
- Excellent interpersonal and communication skills with the ability to communicate at all levels
- Ability to remain focused on Quality and consistently reiterate its importance to others
- Strong problem-solving skills and the ability to generate innovative concepts and ideas

## WHAT WE OFFER:

- A culture of shared values, goals, attitudes and business growth
- Competitive salary
- 33 days holiday (including statutory Public Holidays)
- Secure onsite free parking
- Life Assurance plan (Death in Service)
- Monthly Prize Draw
- Company pension plan
- Reduced gym membership
- Healthcare Scheme
- Colleague Referral Programme: we pay you for successfully referring people to join our team
- Companywide initiatives to share in our future success
- A blend of training to support your career development

## WORKING HOURS:

37.5 hours per week

Monday – Friday 0800-1700 (1500 finish on Friday)

We know that our people are the most important asset to MTL Advanced, and we are looking for skilled, passionate and driven professionals to work with our inspirational leaders, promote our culture and enable change. With expertise across the manufacturing industry and a leading UK facility, innovation and investment make MTL a great choice for your career.

APPLY NOW - Please send your up-to-date CV to [recruitment@mtladv.com](mailto:recruitment@mtladv.com)