

Job Description

Job Title: Business Development Manager

Location: Sheffield

Salary (Benefits): £Competitive DOE

Closing Date: 31st January 2012

The Company:

NAMTEC Technical Recruitment are recruiting on behalf of an established and trusted provider, partner and problem-solver for oilfield metals through to global oil & gas manufacturers and service companies. The company's main specialities are the professionals who understand the equipment organisations use on a daily basis. They help their partnering organisations meet customer's needs in ways that save time and money.

Duties and responsibilities:

To develop new value added business through applying technical expertise and building relationships through implementation of management techniques. To actively manage and develop designated key accounts, promote the major company strengths of processing, supply chain and knowledge, as well as identifying and developing new customer opportunities in line with the business strategy.

Be sufficiently mobile and flexible to travel several days a month. With an aptitude that is keen for new experience, responsibility and accountability. Be able to build relationships with others and be a team-player within the organisation.

Skills and Qualifications:

- HNC/HND Level/Degree Level of Education gained in engineering or sales & marketing discipline is desirable.
- An ability to learn and retain technical information is essential.
- Proven sales/business development track record gained in a competitive energy or engineering market where targets have been consistently achieved.
- An ability to communicate effectively both verbally and in writing at all levels.
- Experience of providing tailored material supply solutions for individual customer requirements.
- Knowledge of computer systems to effectively operate MS Office based products
- Strong planning and organisational skills.
- Good decision making skills.
- Has an attention to detail.
- Professional and personal drive, energy and enthusiasm
- Negotiation skills and communication skills
- Analytical with an ability to seek new opportunities
- Hemispherical understanding of competitive issues confronting the organisation
- Strong commercial acumen and interpersonal skills
- Knowledge/Experience of added value processes and metal products

Application Method: CV and Covering Letter to jonathan.cassidy@namtec.co.uk