

Business Development Manager

TR Fastenings Ltd specialise in distributing and manufacturing standard and specialist industrial fasteners. Through our global operations, TR employs over 1,200 highly skilled and experienced people. Every colleague around the world is a valued member of the TR family who on a daily basis work together to deliver a high quality service for all our customers.

This external sales role represents an opportunity to develop your career within TR Fastenings. We are looking to recruit a Business Development Manager to join our established team in our WSP location.

This role will be to develop new business opportunities within both existing and new customers, in and around the M4 corridor.

The Role

The main responsibilities of the Business Development Manager will be:

- Identifying and establishing relationships with multiple contacts in new and existing customers
- Creating and converting a pipeline of opportunities to secure sales
- Securing and growing new business into existing accounts
- Responding to sales enquiries from new and existing customers
- Cross-selling of all of our products to existing and prospective customer base
- Identifying opportunities for upcoming products, and for development and enhancement of existing products
- Presenting and selling our products and services to current and prospective customers
- Developing and maintaining the existing product knowledge and sales materials

The Candidate

Suitable candidates for the role of the Business Development Manager will have:

- Full clean driving licence
- Proven history of selling into the manufacturing/engineering sectors. In particular experience of selling fastenings or Cat C components would be an advantage
- At least 4 years business development or sales experience preferably in an engineering related industry
- Excellent communication, organisational and customer service skills
- Strong negotiation skills and demonstrated history of achieving set sales targets
- Ability to cross sell a range of products
- Proficiency in the use of Microsoft Word, Excel, PowerPoint, etc.

We offer

- Onsite parking
- Competitive salary
- Life insurance
- Pension





To Apply

If you are interested or know of someone who might be please contact Lydia Ball on 01825 747323 or email your CV to careers@trifast.com.

