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THERMIT WELDING (GB) LIMITED  
is part of the Goldschmidt Group.



**GOLDSCHMIDT**  
Smart Rail Solutions

Thermit Welding (GB) Limited · 87 Ferry Lane · Rainham · Essex RM13 9YH · UK

## JOB DESCRIPTION

Role: **Professional Salesperson / Business Development Person.**

Reporting To: **Technical Sales Manager.**

Salary: **TBD dependent on experience level.**

Job Purpose: **Special responsibility for defining and implementing a business development and sales plan to promote the new range of industry leading products and services.**

### Knowledge, Skills and Abilities Required

- A degree qualification or equivalent and a minimum 5 years' experience.
- Outstanding track record of sales and business development within a technical arena.
- Be used to a consultative sell of a technical product or technology.
- Must be able to work unsupervised, be self-sufficient and able to prioritise workload.
- A background in the Railway industry would be an advantage.
- Demonstrable experience delivering exceptional customer service, sales growth and customer retention.
- Solid experience of selling technical solutions and services.
- Drive and ambition required to carry out autonomous function and to deliver key business targets.
- Strong commercial acumen and a consultative and honest approach to securing sales.
- Experience related to the rail industry is advantageous but not essential.
- Ability to communicate at all levels within an organisation.
- Excellent communication skills both written and verbal.
- Ability to sense industry trends and communicate these to colleagues in the business.
- Computer literate.
- Full driving licence a must.

### Core Activities – developing Sales through:

- Ownership and delivery of agreed sales budgets and forecasts.
- Identify new business opportunities along with the maintenance and development of existing accounts.
- Increase company's sales and profitability.
- Ensure continuous improvement in level of knowledge and expertise in industry developments and convey this to colleagues.

### General

- Any other ad-hoc duties for the needs of the business when necessary.

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Phone: +44 1708 522626 · E-Mail: [tw@goldschmidt.com](mailto:tw@goldschmidt.com)

Registered Company Number: 616382 · VAT Number: GB 246 656 340 · Directors / Geschäftsführer: Mr. M. Cowan, Dr. G. Friberg, Dr. A.Hoeschen

[www.goldschmidt.com](http://www.goldschmidt.com)

- To assist where required with other services.
- To ensure continued compliance with company quality, safety and environmental policies while undertaking all activities.

**Benefits:**

- Company Pension based on salary sacrifice.
- Annual bonus based on company performance (not guaranteed).
- Annual Salary Review (not guaranteed)
- 33 days paid leave (including bank holidays).

**\*References will be required prior to appointment\***