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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
- Location:** Home Based Contract
- Reporting To:** Technical Sales Manager
- Salary:** Competitive
- 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.
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Thermit Welding Ltd (part of the international Goldschmidt Group) are looking for a dynamic individual to join our sales team. Thermit Welding has been serving the UK rail industry for 100 years. We have an exciting opportunity for the right person to join our team to promote a growing range of new innovative products. If you are looking for a long term career in a company with an exemplary record of employee satisfaction and retention, and you have the skills to make a real contribution, then this may be the opportunity you are looking for.

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.
- Visiting customers to conduct face to face meetings.

General

- Any other ad-hoc duties for the needs of the business when necessary.
- To assist where required with other services.
- To ensure continued compliance with company quality, safety and environmental policies while undertaking all activities.

Knowledge, Skills and Abilities Required

- A degree qualification or equivalent and a minimum 3 years' work experience in sales.
- Strong commercial acumen and a consultative and honest approach to securing sales of technical products and services.

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Phone: +44 1708 522626 · E-Mail: 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

- Drive and ambition required to carry out autonomous function and to deliver key business targets.
- A background in the Railway industry would be advantageous but is not essential.
- Demonstrable experience delivering exceptional customer service, sales growth and customer retention.
- Ability to communicate at all levels within an organisation.
- Excellent communication skills both written and verbal.
- Computer literate with experience in Microsoft Office.
- A full driving licence is essential.

Benefits:

- Contributory company Pension.
- Annual bonus (not guaranteed).
- Company vehicle.
- Annual Salary Review (not guaranteed).
- 33 days paid leave (including bank holidays).

References will be required prior to appointment