

Job Description

Sales Developer - Security & Mining Wear Protection

Department: Wear Sales – Security & Mining Wear Protection

Reports to: Internal Sales Manager

Working Days: Monday to Friday

4x days office based and 1x day working from home

This job is subject to Security Clearances.

TENMAT has an opening for a Sales developer working within Tenmat's Wear protection division.

A background in varied engineering sales is an asset to this position, but an entrepreneurial spirit and great work ethic is even more important.

The role is primarily selling into the security and mining industries where our hard facing tungsten carbide wear solutions are in high demand.

Although a relatively new product for Tenmat it has had substantial growth and desires a new enthusiastic candidate to for fill its true potential to achieve the overall sales target.

The role would require a need for self-lead generation and manage existing opportunities to be successful.

DESIRED SKILLS

- Significant ability to generate own leads and close the deal.
- Strong verbal and written communication
- HNC or higher in Business or Engineering preferred.
- Positive attitude, a team player, and the ability to achieve set targets.
- Analytical brain with the ability to identify market trends and position our products to meet customer needs.
- Strong presentation, organization and time management skills
- Foreign Language skills is not essential but desired.

RESPONSIBILITIES

- Telephone and face to face customer sales presentations.
- Creating sales directly with customers through an effective route to market strategy.
- Using own Initiative and entrepreneurial spirit to develop new opportunities / customers within the industrial sector.
- Creating significant growth within our new Ferobide product within specific well-defined industries. (including Security & Mining industries)
- Gaining a clear understanding of customers' businesses and requirements.
- Submitting monthly sales reports in a timely manor

BENEFITS

- Competitive salary
- Private medical scheme
- Holiday entitlement (25 days plus bank holidays)
- Company bonus
- Subsidised canteen
- Pension contribution

ABOUT TENMAT

TENMAT is a leading manufacturer of advanced materials and components with outstanding mechanical and thermal properties for demanding industrial applications. The diversified product range includes thermoset composites for wear parts and bearings, engineering ceramics, high temperature resistant materials, passive fire protection solutions and functionally graded materials. TENMAT operates an ISO 9001:20015 Quality Management System for the design, development and manufacturing of specialized high performance engineering materials and components. TENMAT stands for innovation, safety products, commitment to our customers and the latest quality standards worldwide.

TENMAT is a multinational corporation with fully owned subsidiaries and presences in the United Kingdom, North America, France, Germany, Sweden and Italy, supported by a global network of vendors and distributors. TENMAT is part of the Diamorph Group.

The Diamorph Group

The Diamorph Group consists of brands that are well known for their material science innovation and proven performance in arduous real-life situations, as well as in-house manufacturing and R&D.

The Diamorph Group engages in development, manufacturing and sales of high-performance products:

- Composite and Polymer Materials
- High Temperature Solutions
- Passive Fire Protection

Diamorph actively seeks deep niches in larger markets where we can use our advanced materials knowledge, technological innovations and science to create differentiated products with extreme performance. Diamorph serves customers worldwide, with sales offices across Europe, North America & Australasia.