



SOMERS FORGE LTD

Forging A Stronger Future

Prospect Road
Halesowen
West Midlands
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www.somersforge.com

Sales Development Executive Role:

- Responsible for the sales funnel from initial contact through to purchase on all non-Defence contract related items. Examples of sales scope will be from standard die blocks through to large complex machined forgings.
- Following up on all assigned leads globally, developing relationships with prospects/lapsed accounts.
- Increase sales from current accounts, including cross-selling to forge long term partnerships.
- Actively seeking out new sales opportunities and pushing for high conversion rates on enquires, conducting discovery calls, cold calling, networking.
- Highlighting areas of competitive advantage to negotiate/close deals, conduct virtual meetings with potential clients to understand their requirements and present unique capabilities.
- Prepare and deliver appropriate proposals/presentations on products and processes
- Actively raise the profile of the company, participate in exhibitions or conferences
- Attend regular leads meetings, reporting on sales activities, business won and monitoring KPI's.
- Assisting in identifying emerging customer, sector trends and market intelligence to maximise sales pipeline
- Travel expected to customers and prospects.

Registered Office: Somers Forge, Prospect Road, Halesowen, West Midlands, B62 8DZ, England
Reg. No. 468767 England



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