



## **Business Development / Sales Rep**

We are a leading international company in the specialty metals industry currently seeking an experienced individual who will focus on increasing our company's client base in France, driving sales growth in targeted markets. This person will serve an integral role in the expansion of our business.

### **Essential Responsibilities**

- Key focus of this opportunity is increasing client base
- Key focus is also developing growth strategies and plans
- Identify market, service, and product opportunities
- Develop a business plan and strategy for each targeted opportunity
- Lead and support sales for program and transactional growth
- Develop, manage, and retain relationships with existing clients
- Create and execute campaigns
- Write business proposals
- Negotiate with stakeholders
- Identify and map business opportunities and viable income streams
- Create research reports
- Follow industry trends, locally and internationally
- Draft and review contracts
- Identify and report commercial successes or underperforming propositions

### **Job Requirements**

- A minimum of 10 years industry experience with specific focus on Titanium product group
- Well-versed in identifying and mapping business strengths and customer needs
- Possess an in-depth knowledge of our company's value proposition
- Must be based in France
- Proficiency with the internet and Microsoft applications
- Problem solving skills to develop creative solutions to market and customer requirements
- Valid driver's license
- English fluency (spoken and written)

We offer an excellent benefits package, incentive pay, and the opportunity to work in a fast-paced, energized, team-oriented environment.

Interested and qualified candidates should send their CV to [mheatherley@upmet.uk](mailto:mheatherley@upmet.uk) in the strictest of confidence.

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