

Business Development Executive

Applications

Online:

<https://www.energybolting.com/careers>

Email:

jay@energybolting.com

jobs@energybolting.com



Business Development Executive

Working Hours:	Monday to Friday, 8:30 AM – 5:30 PM (1hour lunch break)
Salary:	£45K OTE + uncapped commission above target.
Start Date:	Immediate
Holiday Entitlement:	22 days (pro rata), plus statutory bank holidays.

Reporting to the Sales Manager, this is an excellent opportunity for an ambitious Business Development Executive to join a prosperous business and play an integral role in driving our next stage of growth.

The company has recently relocated to a larger facility with increased capacity and additional capabilities.

At Energy Bolting, we value exceptional service, commitment to quality, and delivering measurable results. Through trusted partnerships, we ensure long-term success for both our clients and team. Join us to be part of a company that values excellence and integrity.

The Role – Duties and Responsibilities

- Proactively contact prospective clients to meet and exceed targets
- Generate enquiries that align with the strengths and offerings of the business
- Research businesses, individuals, and industry trends to identify potential new clients and markets
- Understand and clearly communicate key selling points of the company
- Represent Energy Bolting in a professional and positive manner, in line with our vision and values
- Update the CRM system with accurate and relevant information (e.g., contacts, call details, deal information)
- Focus on maintaining profitability in quoted enquiries
- Hold regular meetings with the Sales Manager
- Create and execute call plans, submit weekly reports, and manage CRM entries along with other administrative duties as required.

The Person – Required Skills and Experience

- Must be extremely comfortable making outbound calls
- Driven to exceed targets and motivated by success
- Strong communication and interpersonal skills, with the ability to communicate across various media platforms
- Confidence and the ability to sell at all levels
- Excellent organisational and time-management skills
- Computer literacy is essential

Any relevant industry/product training will be provided.



About Us

Energy Bolting is a customer centric manufacturer specialising in high-quality bespoke fasteners, machined components, and associated products for global energy industries.

Focused on meeting customer requirements and providing an excellent service, we provide reliable, precision-engineered solutions that support sectors such as oil and gas, power generation, renewables, and more. By offering specialised products, our aim is to meet the stringent demands and challenges of the energy industry, delivering products that enhance the safety, efficiency, and sustainability of energy projects worldwide.

If you're looking to be part of a successful, growing business and have the right skills, we'd love to hear from you! Submit your CV today and take the next step in your career with us!

