



Innovative casthouse solutions

Business Development Manager – North America

Full-time, Permanent

\$80,000 plus Bonus; OTE \$150,000 per annum

MQP is a global leader in the development, manufacture and application process of grain refinement in aluminium alloys. Our product, Optifine, is a highly efficient grain refiner produced in a state-of-the-art facility using proprietary know-how. MQP develops its products within its own facilities and sponsored R&D research programs with leading universities. We are looking to significantly grow sales in the North American Aluminium Casthouse market, at both primary and secondary producers. During the next two years, we have an exciting development strategy and would like an enthusiastic go-getter to join MQP and support us on this journey.

Our products are developed and marketed across the globe through a team of experienced, enthusiastic and ambitious people.

The successful candidate will:-

- Be a creative professional, a problem solver, who can build solid long-term relationships
- Want to spend significant time on prospecting
- Exceed annual sales budgets by obtaining firm orders at budgeted gross margins
- Be responsible for developing new business whilst increasing revenue within the existing customer base
- Provide a professional level of technical & commercial support to all partners
- Be confident in communicating face to face, via Webex and video conferencing
- Create, Maintain and Track pipeline projects
- Pursue projects through all stages to ensure we are successful in winning tenders
- Provide detailed revenue forecasts on a monthly basis
- Produce detailed monthly reports on activity
- Maintain a database including, pricing and activity to assist in the marketing strategy
- Provide market feedback for new product development as well as pricing movements
- Operate as an integral member of the international sales team

The candidate

- Must have a proven track record in sales and developing new business
- Have minimum 5 years' experience in aluminium manufacturing and/or grain refiner industries
- Must be a people person and have a history of developing relationships at every level
- Ideally be qualified to Degree level in either, Metallurgy, Material Science or Engineering
- Evidence of having attended Sales Training / Sales Management courses
- Be able to travel freely to achieve duties (inc Passport / Driving License).
- Excellent interpersonal skills.
- PC literate - Microsoft Office.

Candidates should send their CV's by e-mail to: richard.courtenay@mqpltd.com