

# Business Development Executive

## **Applications**

Online:

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

Email:

[jobs@energybolting.com](mailto:jobs@energybolting.com)  
[danp@energybolting.com](mailto:danp@energybolting.com)



## Business Development Executive

<b>Location:</b>	<b>Office Based, Four Ashes, Wolverhampton, WV107DF</b>
<b>Working Hours:</b>	<b>Monday to Friday, full-time</b>
<b>Salary:</b>	<b>Competitive basic salary plus OTE / commission</b>
<b>Start Date:</b>	<b>Immediate / by agreement</b>

Energy Bolting, part of the Nord-Lock Group, is a specialist manufacturer of high-quality bespoke fasteners, machined components and associated products for global energy industries.

We are looking for a driven Business Development Executive to identify, approach and win new customers in strategically important markets.

This is a proactive sales role focused on new business generation. The successful candidate will be expected to research target accounts, open new conversations, generate qualified enquiries and help convert opportunities into profitable long-term customers.

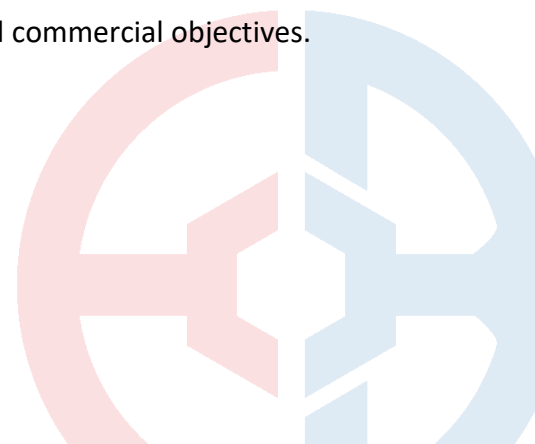
### **The Role**

The Business Development Executive will be responsible for developing new customer relationships, opening new markets and creating opportunities that align with Energy Bolting's strengths and capabilities.

This role will suit someone who is confident making outbound calls, comfortable approaching new contacts and motivated by building a pipeline from the ground up. You will need to understand customer needs, identify suitable opportunities and clearly communicate why Energy Bolting is the right manufacturing partner.

### **Key Responsibilities**

- Identify and target new customers, sectors and opportunities.
- Proactively contact prospective customers by phone, email and other appropriate channels.
- Research businesses, projects, markets and key decision-makers.
- Generate qualified enquiries that align with Energy Bolting's manufacturing capabilities.
- Build relationships with buyers, engineers, project teams and other relevant contacts.
- Clearly communicate Energy Bolting's key strengths, approvals, capabilities and service offering.
- Develop and manage a structured pipeline of new business opportunities.
- Create and execute call plans and business development activity plans.
- Maintain accurate CRM records, including contacts, call notes, opportunities and deal information.
- Work with the Sales team and internal teams to progress suitable enquiries.
- Support quotation follow-up and help convert new enquiries into profitable orders.
- Provide regular updates, reports and pipeline reviews.
- Represent Energy Bolting professionally in line with our values and commercial objectives.



## The Person

We are looking for someone who is self-motivated, resilient, commercially focused and confident opening doors with new customers.

The ideal candidate will have:

- Experience in business development, outbound sales, technical sales or new customer acquisition.
- Strong confidence making proactive outbound calls.
- A proven ability to generate leads, develop opportunities and build a sales pipeline.
- Excellent communication and interpersonal skills.
- The ability to sell at different levels within an organisation.
- A structured and disciplined approach to sales activity.
- Strong organisation and time-management skills.
- Commercial awareness and an understanding of profitability.
- Good computer literacy and attention to detail.
- Experience using CRM systems would be advantageous.
- Experience in fasteners, engineering, oil and gas, manufacturing or technical products would be beneficial, but full product training will be provided.

## About Energy Bolting

Energy Bolting is a customer-focused manufacturer specialising in bespoke fasteners, machined components and associated products for demanding global energy markets.

We support customers across sectors including oil and gas, power generation, renewables and other technically demanding industries, providing reliable, precision-engineered solutions where quality, documentation and service matter.

This is an excellent opportunity to join a growing specialist business with strong manufacturing capability, ambitious plans and the support of the wider Nord-Lock Group.

**To apply, please submit your CV via:**

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

**Email:** [jobs@energybolting.com](mailto:jobs@energybolting.com)

