

Sales Executive

Applications

Online:

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

Email:

jobs@energybolting.com

danp@energybolting.com



Sales Executive

Location: Office Based, Four Ashes, Wolverhampton, WV10 7DF
Working Hours: Monday to Friday, full-time
Salary: Attractive basic salary plus OTE commission
Start Date: Immediate / by agreement

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 proactive and commercially minded Sales Executive to help develop, protect and grow our existing customer base.

This role is ideal for someone who enjoys building long-term customer relationships, understands the importance of regular customer contact, and can identify opportunities to increase sales through service, responsiveness and product knowledge.

The Role

The Sales Executive will be responsible for managing a portfolio of existing and previous customers, maintaining regular contact, identifying opportunities and ensuring customers receive a high level of service throughout the enquiry and order process.

This is not simply an administrative role. We are looking for someone who can actively grow accounts, re-engage dormant customers and work closely with internal teams to convert enquiries into profitable orders.

Key Responsibilities

- Manage and develop a portfolio of existing and previous customers.
- Maintain regular customer contact by phone, email and other appropriate channels.
- Build strong relationships with buyers, engineers, project teams and other key contacts.
- Identify opportunities to increase sales, repeat business and customer share of spend.
- Re-engage dormant or lower-activity accounts.
- Understand customer requirements and clearly communicate Energy Bolting's capabilities.
- Work with internal departments to ensure enquiries, quotations and orders are handled effectively.
- Support quotation follow-up and help convert suitable enquiries into profitable orders.
- Maintain accurate CRM records, including contacts, call notes, opportunities and deal information.
- Escalate customer issues where required and help ensure they are resolved professionally.
- Attend regular reviews with the management to discuss activity, opportunities and account performance.
- Represent Energy Bolting positively and professionally at all times.



The Person

We are looking for someone who is organised, confident, commercially aware and comfortable speaking to customers on a daily basis.

The ideal candidate will have:

- Experience in account management, internal sales, technical sales or customer relationship management.
- Confidence making outbound account development calls.
- Strong communication and interpersonal skills.
- The ability to build trust with customers at different levels.
- Good organisational and time-management skills.
- A proactive approach to follow-up and opportunity development.
- Commercial awareness and an understanding of margin/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:

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Email: jobs@energybolting.com

