

We are hiring!



It is an exciting time at Marcryst International due to growth and expansion and therefore we are seeking to appoint a full time

Internal Business Developer / Internal Account Manager

The Job:

Sees and seeks the sales opportunity. Converts these opportunities or suggestions into sales activities:

- **Creates Sales Opportunities**
Develops clearly formulated strategies to generate measurable contributions to sales. Proactively identifies the target markets and ensures the campaigns are circulated and communicated both externally and internally with all relevant support material
- **Annual Promotional Calendar**
Identifies and successfully implements suitable campaigns for existing and new target/market groups on an ongoing basis
- **Relationship Management**
Build and nurture relationships with key decision makers helping them find the most suitable solutions for their customer groups
- **Competitor Analysis**
Regularly collate and analyse reported competitors activities and market developments trends to identify new sales opportunities

The Person:

The successful candidate will have

- A flair for proactive selling
- A passion for technical tools
- Sales experience in a similar role
- Strong communication and interpersonal skills
- excellent project management, communication and problem solving skills
- A developed ability to think and act commercially
- A self-starter with an ambitious outlook
- Experience in selling premium brand products at product features rather than price

The Offer:

A versatile field of application. The opportunity to work independently and responsibly within a successful international company to become an integral and valuable team member, a long-term career, competitive salary plus an excellent benefits package. This position represents a great opportunity to be part of, and drive the future direction of Marcryst in an exciting market with massive growth potential, working with flat hierarchies.

Applications:

To apply for this position please write to us with your CV, to:

Mandy Pownall
Marcryst International Limited
Marcryst House
Kirk Sandall Industrial Estate
Doncaster. DN3 1QR

Or email

E-mail: mandy.pownall@marcryst.com

T: +44 (0)1302 890 888

Marcryst International:

Marcryst International is an award winning, family run, B2B company with headquarters in Doncaster and subsidiary companies in Germany, Switzerland and Asia. Since our formation in 1979, we have single-mindedly followed one ambition:

*To be the Innovators and technology leaders in diamond tools:
Cutting, Grinding and Drilling.*

We support our tools with services and guarantees that set the standard within the diamond industry