

Key Industry Manager (Steel)

Job title, location, salary

Key Industry Manager (Steel). Fowlmere (UK) or other location. Competitive compensation package.

The company and the position

Established in 1966, and headquartered near Cambridge (UK). The Welding Alloys Group of companies designs and manufactures a complete range of cored welding wires, automated welding equipment and provides welding solutions worldwide. Our Integra Service Centres for industrial welding applications complements our global reach.

This is a key and challenging role. The Key Industry Manager (KIM) Steel will be accountable for the performance of the WA Group sales in Steel for products and services. The KIM Steel will promote all WA products and services to the industry and act as the interface between the Welding Alloys Group and major steel manufactures.

The job holder will be accountable for initiating, leading and managing global sales efforts to grow and secure revenue and market share, ultimately achieving profitable volume growth consistent with marketing plans. Leads and acts in accordance with our guiding principles (Vision) and core values.

The job holder

The ideal candidate has to have commercial business understanding and profound industry knowledge down to the actual steel manufacturing process. She/He will demonstrate a consolidated application(s) knowledge, combined with a strong analytical behaviour. She/He will be customer oriented, sympathetic to customer needs and experienced in dealing with complex situations. She/He will have proficiency level of English and ideally good command of other languages. This role requires excellent communication skills.

Organisational benefits and facilities

You will be privileged to be a part of a company that is growing, will continue to grow and will become the envy of its sector - through the competence of our people and the truly innovative approach we have to our people, market and products.

Equal opportunities statement

Welding Alloys Group, in accordance with the general intention of its culture, confirms its commitment to a comprehensive policy of Equal Opportunities in employment in which individuals are selected and treated on the basis of their relevant merits and abilities and are given Equal Opportunities within the organisation. The aim of this policy is to ensure that no job applicant or employee should receive less favourable treatment on any grounds not relevant to good employment practice.

It is Welding Alloys' policy as an employer to treat all people equally irrespective of race, ethnic origin, sex, marital or parental status, sexual orientation, creed, disability, age or political belief.

Application procedure and closing date

Closing date will be on September 17th 2010. For further information or to apply for the position, please send your CV to Lars Dalgaard, Group HR Director (lars.dalgaard@welding-alloys.com / +44 1763 207 594).

Reference to our website.

www.welding-alloys.com

Reference number

WAG – 20100521 KIM Steel