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Recruitment Consultants

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Abrasives Business Development Manager (£45000 – £55000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Industrial Consumables

Job Location
United Kingdom, Scotland

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 45000 to £ 55000 - £ Plus OTE

Date posted
November 14, 2025

Description

Our Client, a subsidiary of a large European manufacturer are looking for a Scotland based Business Development Manager. Our client have been delivering high levels of customer care, matched by technical excellence in both product and support services. Using the quality and performance of their products, our client has optimised successfully the grinding processes of many of their customers improving efficiency and finish.

Via their UK entity, our client provides customers with abrasive belts manufactured to individual requirements and rolls, sheets, discs & non woven abrasives from their extensive stock.

Responsibilities

- New business development
- Account Management
- Sales development of new business mainly within specified market segments:-
    - Coated Abrasives
        - Metal fabrication
        - Tube, rod and wire processing
        - Castings and forgings
        - Aerospace industry
        - Furniture industry
    - Bonded Abrasives
        - Gear production
        - Bearing production
        - Engine and transmission component production
        - Turbine blade manufacture
- Developing relationships with both end user and integrators
- Full customer evaluations for process improvements
- Liaising with product engineers in Europe
- Reporting on a daily / weekly basis to management
- Maintaining CRM system
- Dealing with people from director to shop floor level
- Demonstrating and selling the companies range of products
- Entertaining customers evenings / weekends as necessary

Qualifications

To qualify the successful candidate should possess-

- Experience of selling within the coated & bonded abrasives (or associated industries)
- Proven record of success through target based region
- Strong educational background to ‘A’ level standard
- Good communication skills with both customer and employees
- Strong motivational, planning and organisational skills

- Prioritising and effective time management
- Competent user of MS Office
- A full driving licence

Job Benefits

- £45000 to £55000 basic salary
- Company car or car allowance
- OTE
- Pension
- Health Care

Contacts
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