



# Servosteel

**Job Title:** COMMERCIAL MANAGER

**Responsible to:** Directors

**Responsible for:** Formulating sales strategies to deliver growth, development and protection of Servosteel's Sales streams at profitable margins

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England, DY1 2HA

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[www.servosteel.com](http://www.servosteel.com)

## About the company

A long established company based in Dudley, Servosteel is one of the largest independent Steel Toll Processors in the UK, and we are committed to offering an established and innovative processing service to the steel community. With an annual capacity of over 500,000 tonnes, our ability to offer a premium service to our customers is unrivalled and is reflected in our commitment to customer service and quality. Our centrally located warehouse boasts over 200,000 square feet of space and hosts our excellent processing facilities include 3 Slitting lines, 2 Decoiling lines, a Coil Pickling line, Blanking line, 2 flatbed Laser cutters, Press brake and the UK's only SCS Coil Recovery Line.

## About the role

We are constantly seeking to improve our performance in the highly competitive markets in which we operate and we are creating a new position of Commercial Manager to improve and co-ordinate our sales teams from our Dudley offices.

Senior account executives, like everyone else at Servosteel are expected to be team players and immerse themselves in the company's friendly yet hard-working culture.

## Principal Accountabilities:

1. Management of the Commercial Teams – Toll, Steel Sales and Laser Services.
2. The delivery of annual budgeted tonnes and margins (non-operational).
3. The delivery of year on year growth in line with the company's aspirations
4. Retention, management and development of the company's key customer relationships.



Servosteel is a trading name of Steelstrip Services Ltd. Registered in England and Wales No. 04797346  
Registered office and trading address – Pensnett Road, Dudley, West Midlands, DY1 2HA  
Tel : +44 1384 471371 Fax: +44 1384 471370 Web : [www.servosteel.com](http://www.servosteel.com)

5. Monitoring of price levels (processing and steel input prices).
6. Maintenance and development of purchasing relationships for:
  - Steel Sales (Primarily - Galvanised & HR suppliers and the back to back purchase of Galv and HR material to satisfy customer needs.
  - Laser Sales (All applicable Mild Steel, Stainless, Aluminium and specialist materials to satisfy customer needs and business development)
7. Preparation of annual sales budget and analysis.
8. Develop and maintain a strategic approach for business development to facilitate growth and improved margin
9. Develop and maintain a clear communication pathway to all stakeholders at all levels, to enable transparent and up to date decision making is in line with the company's core objectives
10. Develop into the company lead for industry and market developments & trends to facilitate our strategic approach

## Skills

1. Excellent interpersonal skills
2. Strong written and verbal communication skills
3. Positive attitude towards both Business and colleague's needs
4. Highly motivated and driven to succeed with excellent organisational and time management skills – full flexibility required
5. Confident negotiator with the ability to close deals
6. Strong Departmental Management skills, with the ability to create and maintain an effective Team
7. Strong customer management skill and the ability to keep promises
8. Capable of hands on problem solving with the ability to generate ideas and solutions
9. Strategic thinker with proven results
10. Good computer skills with a strong understanding of Microsoft Office including Excel, Word and Outlook.



Interaction with all other departments of the business is a pre-requisite for this position

Steel Industry Knowledge would be advantageous, but not a necessity

### **What you'll get in return**

Your hard work will be rewarded with a range of excellent benefits including a commensurate salary, Pension, Bonus scheme and health care and the chance to work in a highly creative and rewarding environment.

### **What you need to do now**

If you're interested in this role, please forward your CV and salary expectation to Sarah Ostins at [sostins@servosteel.com](mailto:sostins@servosteel.com), or call us on 01384 371371.

Please note, unless otherwise instructed, no agency enquiries please.

