

About the company

Grinding Solutions is an innovative and consultative company specialising in mineral liberation and separation. We approach client problems without preconceptions to help maximise their value and opportunities. Our offices and laboratory are based at Tresillian Business Park, Truro, Cornwall, UK.

Our services range from metallurgical and mineral processing testing to onsite support and troubleshooting to product development and market evaluations. We aim to increase mineral recoveries and reduce overall process costs through targeting the optimal process design and operation. We work with clients across the world covering metalliferous, coal and industrial mineral industries.

Our future growth plans will provide opportunities for those of our team who are ambitious and hard working with a passion for the business and providing technical excellence.

Details of the role available can be found on the following page.

Values & attributes

We are looking for candidates who share the following values and attributes:

- Taking a consultative and innovative approach
- Striving for technical excellence, delivering quality and value
- Developing and considering commercial aspects
- Ensuring a safe working environment
- Professionalism when representing the company
- Team player
- Questioning, learning and continuously looking for business improvement
- Ability to lead and take responsibility

Requirements

- Must be able to work in the UK
- Available for international travel
- Hold a valid driving licence

What to do if you are interested

Please submit any enquiries or your CV and cover e-mail to recruitment@grindingsolutions.com

Alternatively, you can contact Felicity Wilshaw, Director, on +44 (0) 1872 223331

BUSINESS DEVELOPMENT MANAGER

Overview

The position will report to the Managing Director and will require proven business development skills and excellent technical metallurgical knowledge. This role will be focused on raising Grinding Solutions industry profile and bringing in new business.

The Business Development Manager will be expected to work closely with the Commercial Manager developing and executing market strategies. Developing a comprehensive understanding of the services we offer will be essential. The role will also involve close liaison with the technical team in delivering projects, providing a key link between the client and Grinding Solutions. Visiting potential and existing clients, attending trade shows and other travel will be necessary.

Grinding Solutions has ambitious growth plans and the role will offer an exciting opportunity to input in to the business strategy to enable future growth.

Key Criteria

- 15+ years' experience in the industry
- Proven business development skills
- Excellent relevant technical knowledge
- An extensive industry network of relevant contacts
- Effective written and verbal communication skills
- Good leadership and team working skills are essential
- Strong communication skills both internally and externally
- Ability to effectively communicate and execute cross-functional projects and initiatives through different levels and functions in the business
- Passion for continuous business improvement and ensuring a safe working environment
- Decision making skills
- Ability to be innovative and problem solving
- Ability to teach and mentor others
- Excellent key account management skills
- Belief in our core values
- An extensive industry network of relevant contacts will be desirable

Our future growth plans will provide opportunities for those of our team who are ambitious and hard working with a passion for the business and providing technical excellence.