



**Business Development Manager – International  
Analysis & Testing Services  
£dependent on experience + Benefits  
Based at Knowsley, Merseyside**

Having established an outstanding reputation for innovation, technical expertise and service excellence, we are a £multi-million analytical and testing company that boasts significant global representation and the strategic backing of ALS Group. Recognised internationally, as one of the world's foremost umpire laboratories, we deliver accuracy together with fast and effective turnaround times and are able to undertake the precision analysis of metals, minerals, ores, precious metals and solid fuels using traditional assaying methods with cutting edge technology and analytical instrumentation. Sustained growth, coupled with desire to expand the sales team, has created a rare and exceptional opportunity for an ambitious up and coming individual to develop a career within a professional sales environment.

**The Role:**

- Reporting directly to the Commercial Manager, you will be given full support, training and guidance to rapidly gain an appreciation of the business and engage with clients in international markets to prospect for business
- After a qualifying period, you will be able to identify, generate and secure sales and business development opportunities in line with the commercial strategies for growth
- As an ambassador for the business in global markets, you will, as your career progresses undertake regular international travel, ranging from client visits, to conferences and trade shows

**The Requirements:**

- To succeed, you will be ideally degree educated in technical related discipline, such as Geology or Chemistry, coupled with the aptitude and desire to develop a career in professional sales
- Alternatively, you may be currently working in a technical function, ideally relating to inspection, analytical testing and laboratory services and wish to move into sales
- You will exhibit tremendous drive, be an outstanding communicator and possess cultural sensitivity to engage with international clients
- You will be willing to travel on a regular basis and fluency in a second language would be highly desirable

To apply for this exciting opportunity, please email [patricia.milligan@stewartgroupglobal.com](mailto:patricia.milligan@stewartgroupglobal.com) attaching your current CV details and outlining your salary package/expectations. In return, the successful candidate will be benefit from a comprehensive training programme combined with the opportunity to accelerate their career within a rapidly expanding business.

**Closing date 24<sup>th</sup> February 2012.**