

**WE ARE
INVISIBLE.**

YOU ARE NOT!

FUCHS is the world's largest independent supplier of innovative lubrication solutions, covering almost every industry and application. Our products and solutions keep the world moving even though they are not always visible. What matters is that each of our over 6,000 employees in over 50 countries is visible – their entrepreneurial spirit, ideas, and skills are the foundation of our global business. Come be seen at FUCHS by joining us as:

Key Account Manager & Business Development Manager – Steel & Wire Rope Industry

Location: Remote

Hours of Work: 35 hours per week

Your areas of responsibility:

- **Strategic Sales Development:** Create and execute sales strategies to drive revenue growth across the UK steel industry and wire rope manufactures.
- **Account Management:** Maintain and grow relationships with key accounts, ensuring consistent service delivery and identifying upselling opportunities.
- **Industry Expertise:** Develop deep technical knowledge of key grades, specifications, and application requirements to support solution-based selling.
- **Proposal & Project Management:** Lead complex sales projects involving multi-site operations. Prepare and present compelling business proposals tailored to client needs.
- **Market Intelligence:** Conduct market research to identify emerging trends, competitor activity, and new business opportunities.
- **Cross-functional Collaboration:** Work with internal teams including Product Management, Technical, and Marketing to align offerings with market demands and customer feedback.

What we are looking for:

- The ideal candidate should have proven experience in technical sales, business development or account management within the steel, wire rope or related sectors. A strong understanding of manufacturing processes, mechanical applications and industrial supply chains. Demonstrate success in consultative and solution-based selling to engineering and procurement stakeholders. Willingness to travel, including overnight stays when required. Ideally educated to a degree level in engineering or a related technical discipline.

These are your benefits:

- Competitive Salary + Uncapped performance bonus scheme
- Car Allowance
- Holiday Entitlement above Statutory
- Defined Contribution Pension Scheme
- Employee Assistance Programme

Come be seen at FUCHS – join our team and move the world with us!

<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

MOVING YOUR WORLD

