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Inside Sales / Business Development - European Graduate Program

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Company: Ssab AB

Location: United Kingdom

Category: other-general

Inside Sales / Business Development - European Graduate Program

Location: Brierley Hill

Country:United Kingdom

Last application date:4/28/2024

SSAB is taking the lead in decarbonizing the steel industry with the brave goal to be largely fossil-free by around 2030. This is the beginning of a transformation that can drive sustainability in ways we can only begin to imagine. To be able to manage this journey towards the future we need a strong and driven workforce that believes in its mission and wants to contribute and we are seeking for those persons via our SSAB European Graduate Program. Placement Brierley Hill, United Kingdom & some working from home. Becoming part of the SSAB family means joining a journey. A journey that we believe is essential for the sustainability of this planet. Steel has been one of the most important materials for developing our society and it will continue to be so. In the roofs over our heads, in the bridges connecting our cities and in the cars of tomorrow. At SSAB we are proud of our history and leadership in high-strength steel. But we are also aware that the production of steel is one of the largest emitters of greenhouse gases in the world. That has to change. That is why we have developed the world's first fossil free steel production and has committed to becoming largely fossil-free by around 2030. As part of SSAB you will be instrumental in realizing this goal and push for the green transformation of the whole steel industry.

About the position

As an insidesalesperson / business development role, you play a central role instrengthening our sales team and ensuring a successful sales process. Yourprimary mission is to actively engage you in understanding and meeting ourcustomers' needs. By building strong customer relationships and conductingnegotiations with a focus on monthly quarterly & yearly prices, you arepart of driving sales success. Your ability to adapt to your customers' uniuquerequirements and exceed their expectations through proactive communication iscrucial. By being a key player in negotiations and pricing, you not onlycontribute to increasing sales, but also create a positive and long-lastingexperience for our customers.

The program will startin September/October. You will be well taken care of on the location that youwill have your position. During the program of 14 months, you will be invitedto physical meetings with the rest of the participants in the program to socalled Basecamps. The Basecamps will include interesting topics that willsupport your kick start in the company, mill visits and other important thingsto support your understanding of SSAB in general and the challenging but oh sointeresting journey that lies ahead. Besides the Basecamps you will get yourvery own senior mentor, and individual onboarding program connected to yourspecific position where you together with your mentor will plan for anindividualized customized study trip to any of our SSAB Europe offices to suityou and your development in the best way possible. Beyond the activities related to the program, you willbe placed in an actual position and already from the start be introduced to theassignments and tasks related to your position.

Read more about the program here -

Main responsibilities

Raise awareness in SSABsustainable solutions.

Build strong and long-lasting customerrelationships.

Conduct price negotiations based onstrategic pricing at regular intervals.

About you

You should recently have graduated with a degree in business studies, or equivalent. *Recentlygraduated: maximum 24 months since graduation counted from the start of theprogram

Solid English skill

Solid knowledge in the local language for the location you are applying to

To enjoy SSAB and be able to take advantage of this program to its fullest you also need to

Be driven

Have ambition to drive development and improvement to both yourself and the business

Have ability to see the entirety

Be analytical

Be a team player

Have communication and interaction skills

Our offer

At SSAB we strive for a diverse and inclusive environment. We use our values – driven, true and ahead – in making everyday decisions, keeping the customer at the heart of what we do. This makes us all team players, each with the drive to improve. When joining SSAB you will become part of an organization of passionate problem solvers working together on important challenges. We will support your growth by providing a safe and friendly workplace that contributes to work-life balance. If you set out to achieve it, at SSAB you will have the possibility of broadening your skills and grow within your field or beyond.

This program offers you

A kickstart in your development in an international company and environment

Permanent employment at SSAB

Market relevant salary

Senior mentoring individually picked for you

Trainee-“dates” with the other Program-participants including Mill visits, presentations and experience exchange

An individualized customized study trip to any of our SSAB Europe offices (this will be planned by you and your mentor to suit you and your development in the best way possible)

A broad international network

Recruitment process

1. Apply
2. Digital logic- and personality test
3. Interview
4. Reference check
5. Come and meet us
6. Health Examination
7. Sign

Background check may be a part of the recruitment process.

Got questions about this position?

Please contact recruiting manager Ben Cook

We decline contacts from recruitment agencies and ad sellers regarding this advertisement.

Words from your future manager

I manage a team of 4 people who work hard, have fun and are proud of SSAB leading the change for sustainable solutions in the steel industry. So, if you are trustworthy, committed & enjoy a fun working atmosphere with customers that will challenge you, we can't wait to meet you!

Ben Cook

Join us at SSAB

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