

Manufacturing Specialist

Full Time | Competitive salary plus car allowance and benefits

Based from home – **covering the South West**. The role includes regular travel working on client sites.

A highly experienced, motivated, and inspirational champion for manufacturing businesses, you will engage and work closely with business owners and leaders to help them develop and deliver ambitious strategies for growth. This hands-on role will require you to provide tailored practical support to improve productivity and competitiveness focussing on strategy, leadership, operations, and innovation.

You will promote, deliver, and sell SWMAS activities, including public sector funded projects and commercial consultancy packages, generating appropriate income streams and referrals to internal and external partner services. The Manufacturing Specialist is responsible for account management and client facing delivery; ensuring individual targets are met in a timely, commercially viable and high-quality manner.

The Role:

- Acquiring and managing a portfolio of suitable and appropriate clients
- Delivering comprehensive diagnostics on client sites to understand key issues
- Conduct sales visits to review manufacturing company needs
- Production of costed proposals to carry out paid and funded work
- Provision of information, advice, events, and best practice visits
- Implementation and delivery of consultancy projects and training programmes
- Working closely with stakeholders and other delivery partners to promote SWMAS and its services
- Promoting and representing SWMAS within the local manufacturing community, at various events and forums
- Delighting the client by helping them to improve and grow their business
- Keeping detailed and accurate reports of client contact and impact
- Providing frequent updates on progress against targets

The Person:

- Confident, outgoing personality, able to engage with people at all levels in a business
- Experienced in working in a manufacturing / engineering environment
- Ability to deliver and manage diverse on-site consultancy projects in areas such as lean, six sigma, design, leadership, or strategy
- Driven to exceed client expectations, a great team worker and ability to achieve results to tight deadlines
- Willing to work on client sites in the UK
- A degree-level, or equivalent education

If this is you, please email your CV and covering letter to Nigel Jones – nigel.jones@swmas.co.uk

This role is part funded by the European Regional Development Fund (ERDF). SWMAS Ltd welcomes applications from all sections of the community. If you would like to receive this job vacancy in another format please contact us. SWMAS Ltd is an equal opportunities employer and we are happy to consider applications for part-time, job-share, or flexible working arrangements.