Senior Technical Sales Manager

Position: Senior Technical Sales Manager
Location: London-UK, based
Employment Type: Full-time
Reports To: Managing Director

About Steel Hub

Steel Hub is a specialized consulting firm dedicated to the steel industry, providing strategic, technical, and operational advisory services to leading steel producers worldwide. For more information please visit our website: steelhub.com

Role Overview

We are seeking a **Technical Sales Manager** with a strong engineering background and deep knowledge of the steel sector. This is not a pure sales role — you will act as a trusted technical advisor to our clients, building long-term partnerships and translating complex operational challenges into actionable consulting solutions. Furthermore, you will be responsible for delivering the projects in collaboration with technical and managerial structure of the company.

Your ability to sustain technical discussions with executives, engineers, and operations leaders will set you apart. By leveraging your industry expertise, you will help identify opportunities, shape projects, and support steel industry globally.

Key Responsibilities

- Build and grow long-term client relationships with steel company senior executives and technical teams.
- Identify consulting opportunities by understanding client operations, challenges, and goals.
- Translate steelmaking expertise into tailored proposals and solutions.
- Support technical teams in project scoping, proposals, and delivery.
- Contribute thought leadership on steel industry trends and innovation.
- Represent Steel Hub at conferences, industry events, and client meetings.
- Help shape the firm’s commercial pipeline and strategic growth.

Qualifications & Requirements

- Degree or PhD in Metallurgy, Materials Science, Chemical Engineering, Mechanical or Electrical Engineering, Computer science or related field.
- 7+ years’ experience in steel or heavy industry (consulting, technical sales, or engineering).
- Strong knowledge of steelmaking processes, plant operations, and market dynamics.

- Experience at major OEM firms (Primetals, Danieli, SMS, Tenova) or leading steel producers is a strong plus.
- Proven ability to combine technical credibility with business development.
- Excellent communication and presentation skills, able to engage with both engineers and executives.
- Willingness to travel internationally.

What We Offer

- Competitive compensation package with performance incentives.
- The chance to work with global leaders in the steel industry.
- A role that blends technical depth with commercial impact.
- Growth opportunities within a specialized and respected consulting firm.

To apply, please send your CV and cover letter to hr@steelhub.com, quoting “Senior Technical Sales Manager” in the subject line.