

Business Development Manager

STIWA US INC.

Rock Hill / South Carolina

Ready to build the future of manufacturing? If you are a strategic sales professional with a deep understanding of precision machining and a passion for building new business, we want to hear from you! We are looking for a results-driven Business Development Manager to spearhead the expansion of our advanced contract manufacturing division in North America. In this crucial, highly autonomous role, you will build a robust sales pipeline, secure long-term production partnerships for high-precision machine components and directly connect market needs with STIWA's world-class manufacturing capabilities.

Your duties

- Systematically analyze the North American market to identify and target key accounts in need of high-quality machined components.
- Proactively identify, qualify, and secure new customers by demonstrating the value and quality of our manufacturing services.
- Serve as the primary commercial and technical point of contact, understanding client needs related to materials, tolerances and manufacturability.
- Independently manage the entire sales process, from initial inquiry and technical review of blueprints to quotation, contract negotiation, and closing long-term supply agreements.
- Work closely with our local production team in Rock Hill and our engineering experts in Austria to ensure quotes are competitive and technical solutions meet customer requirements.
- Develop and nurture strong, lasting relationships with key decision-makers, including design engineers, sourcing managers, and supply chain leaders.
- Represent STIWA's manufacturing capabilities at industry trade shows, conferences, and customer sites to build our brand and generate qualified leads.

Your profile

- 5+ years of proven experience in a B2B business development, technical sales, or industrial account management role.
- Specific, verifiable experience selling contract machining services, custom-engineered metal components, or similar manufacturing-as-a-service (MaaS) solutions.
- A "hunter" mentality with a verifiable track record of winning new accounts, building greenfield pipelines, and exceeding sales quotas.
- Excellent communication, presentation, and negotiation skills, paired with a consultative, solutions-oriented sales approach.
- Based in or willing to relocate to the Rock Hill, SC / Charlotte, NC metropolitan area.
- Willingness to travel up to 50% across the USA for client visits and industry events.
- Valid and current work authorization for the United States.



Preferred:

- Bachelor’s degree in Mechanical Engineering, Industrial Engineering, or a related technical discipline.
- An existing, active network of contacts within procurement or engineering departments in the industrial, aerospace, healthcare, or automotive sectors.

Our offer

- A key role with significant autonomy and the opportunity to build a major business segment for STIWA US.
- A competitive compensation package includes a strong base salary and a performance-based incentive plan.
- The ability to sell high-quality, competitively produced components from a state-of-the-art production facility.
- A dynamic, collaborative, and supportive team environment with strong backing from our global headquarters.
- Comprehensive benefits package including premium health insurance, a 401(k) plan, and paid time off.
- Schedule: Monday–Friday; requires periodic weekend travel for business.

About Us:

STIWA Group is a globally recognized partner for precision manufacturing, enabled by our world-class automation and production expertise. Leveraging our state-of-the-art production facilities in Rock Hill, SC, we produce complex metal components for market leaders across the industrial, aerospace, healthcare, robotics, and automotive sectors. Our capabilities span the full spectrum, from high-volume production to low-volume, high-mix portfolios. As we expand our North American contract manufacturing footprint, we are seeking an experienced sales professional to drive this growth.

Ready for the next step?

To apply, please send your resume, including certifications to:

jobs.us@stiwa.com