

WENZEL (WZL) INDUSTRIES

Jefferson Division — Precision Machining

Senior Business Development Executive

Jefferson, Wisconsin | Full-Time

About WZL Industries — Jefferson Division

Wenzel (WZL) Industries Jefferson Division is a trusted manufacturer of precision-machined components serving global leaders across hydraulics, heavy equipment, agriculture, power transmission, and industrial markets. ISO certified and holding a Type 7 Federal Firearms License, we operate a state-of-the-art facility with FMS and MMC systems, 4 and 5-axis machining centers, CNC turning, gear hobbing, broaching, and in-house Zeiss CMM inspection.

Our reputation is built on quality, reliability, and technical depth — and we are looking for the right commercial leader to help drive our next stage of growth.

The Opportunity

We are seeking a Senior Business Development Executive with a proven track record in precision manufacturing sales. This individual will bring a large, active network of customer contacts, the integrity and work ethic to make an immediate impact, and the leadership presence to represent WZL Jefferson at the highest level. The role reports directly to the EVP of Sales & Engineering.

Key Responsibilities

- Identify and pursue new business opportunities across core markets.
- Leverage existing industry relationships to win new customers and expand revenue.
- Lead the full sales cycle: outreach, RFQ, proposal, negotiation, and close.
- Own and grow existing accounts — expanding programs, volumes, and relationships.
- Collaborate with engineering and production to align opportunities with WZL Jefferson's capabilities.
- Provide accurate forecasts, market intelligence, and pipeline visibility to leadership.
- Represent WZL Jefferson professionally at trade shows, conferences, and customer meetings.

The Ideal Candidate

- Strong network of decision-makers — engineering, procurement, supply chain, and executive level — across precision manufacturing markets.
- Demonstrated success in B2B technical and manufacturing sales with a track record of winning and growing accounts.
- 10+ years selling CNC machined components to OEM, Tier-1, or Tier-2 manufacturers.
- Strong technical knowledge: GD&T, tolerances, cycle times, and manufacturability.
- High integrity, work ethic, and follow-through.
- Disciplined with CRM tools (HubSpot preferred) and structured sales processes.
- Strategic thinker who delivers measurable results.

Compensation & Benefits

- Competitive base salary commensurate with experience.
- Commission structure with on-target earnings (OTE) of \$200K+.
- Comprehensive benefits package.
- Direct executive visibility and the ability to make a real impact on WZL Jefferson's growth.
- Full technical and operational support from WZL's engineering and manufacturing teams.

Work Environment

- In-person presence in Jefferson, WI is preferred to maximize integration with our leadership and operations teams.
- Remote candidates will be considered if they bring an exceptional industry network and a proven ability to deliver results.

How to Apply

Send your resume and a short cover letter outlining your customer network, relevant achievements, and sales experience to:

Jason Conrad | EVP, Sales & Engineering | Wenzel (WZL) Industries

jconrad@wzlindustries.com

(941) 356-3010

WZL Industries is an equal opportunity employer. We thank all applicants; only those selected for an interview will be contacted.