
Business Development Manager (m/f) Lubricants Expert

ID 100173

The Enterprise

Our customer manufactures and sells performance chemicals falling within three segments: Titanium Technologies, Fluoroproducts and Chemical Solutions.

The company is a world leader with thousands of employees and more than 40 manufacturing and laboratory sites worldwide.

We are looking for a 'Business Development Manager (m/f) Lubricant Expert' at one of customer's locations in Hessen (Germany).



Accountabilities

The individual in this position is accountable to identify new business/product opportunities and to lead opportunities to high value commercial sales

Key accountabilities include:

- Identifying target accounts or applications for existing products and/or new product development for existing or new markets
- Develops potential sales assessment, value-proposition, pricing and go-to market plans
- Develops deep market and account knowledge: obtaining accurate information on trends, emerging technologies, competitive activity, characterization of competitive products, voice of the customer and market needs
- Coordinate support for commercial activities with key stakeholders (Product Manager, Sales, R&D etc.) related to new product development to include: execution and management of NDA's, and sampling program
- Managing leads and opportunities through SFDC: creation of process documentation and execution of stage gate process to assess, qualify and gain support for projects related to new business opportunities

- Provide monthly progress / activity reports to management/team, periodic presentations to the Leadership Team, and ensure consistent flow of quality information and alignment with market segment strategies and priorities
- Effectively communicates latest updates to management and appropriate internal stakeholders; builds strong relationships with customers
- Supports local and global opportunities/initiatives to ensure Steering Unit goals are reached
- Where applicable, may participate in the technical training and development of other members within the group
- Perform the job safely and with the upmost ethical integrity

Key Interface Roles:

- Regional customers
- Business connect - Product Managers, Account Managers
- Technology connect - Technical Service Engineers, R&D Principle Investigators, Lab Associates
- Market/Product segment affiliations - SAE, STLE, (Regional affiliates)

Qualifications

In order to be qualified for this role, you must possess the following:

- Energetic, passionate about business development
- Intimate automotive and/or aviation market knowledge
- Comfortable with ambiguity and able to conceive scenarios and develop contingencies
- Must have greater than 5 years sales/business experience
- Demonstrated strong business acumen skills
- Solid track record of execution
- Able to translate market needs to technology organization - Technical degree preferred
- Excellent communication/interpersonal skills; ability to give detailed technical presentations to all audiences
- Able to influence at all levels of organizations.
- Protects organization's value by keeping information confidential.
- Think strategically, develop action plans and deliver tangible business development results.
- Strong analysis and communication skills
- Familiarity with R&D/Product Development/Supply Chain Management
- Key behaviors include initiative, collaborative teamwork with global team, creative thinking, and passion
- Ability to travel 50% primarily within Europe

Preferred requirements for role:

- Bachelor's degree in mechanical engineering
- Lubricant applications knowledge/background
- Commercial experience in Automotive and/or Aviation.

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