

Sales & New Business Development Manager

Creative go-getter to bring business to the next level

The position:

The main goal of the position is to shape and lead the Business Market Segments Automotive Interior resp. Housing and Connectors from a Sales and Business Development responsibility.

Important aspects:

- New-Business Development responsibility: develop profitable VP's and grow the Business Market Segment;
- Sales responsibility: line up for initial sales as well as for further sales growth.

Other elements:

- Design & execute Sales resp. New Business Development plans;
- Build networks, identify business partners and develop sustainable partnerships along our value chains to increase market exposure for Polyscope and to accelerate value creation via new business models;
- Build an engaged, customer focused, knowledgeable and entrepreneurial Business Market Segment related team.
- You need to be able to understand functionality of SMA into compound resp. application features.

Your profile:

The most important is to have the right personality! You are a driven, energetic and curious professional that is able to easily connect people and gain trust. You are a hands-on leader that empowers team members and knows how to combine technical knowledge with a business attitude and a good feeling for marketing.

To become successful you have a master degree, preferably in polymer/material science, and 10 years of relevant working experience in a smaller specialty polymers/compounds company. Automotive experience, Automotive interior, E&E, and general industries are a big plus. You act at medior level in New Business Development. As you are expected to build something new from scratch you might be able to show us some new product launches that became successful under your guidance? You master English fluently and preferably German, Dutch and/or French.

Polyscope offers you:

Polyscope is looking for individuals who are caring, courageous and collaborative. Breathing change and embrace it every day requires bold thinking and action; outstanding teamwork – and of course hard work.

At Polyscope they know who they are and what they stand for. And as a member of Polyscope, you'll know what is expected of you – and what you should expect from them. It's based on five fundamental pillars that define the relationship:

1. INTENT: All of our actions are based on a clear vision of collaboration and long-term partnerships with our customers, partners and employees.
2. FOCUS: We focus our actions only on areas in which we can make a meaningful difference for our customers, our colleagues, the company and society.
3. FREEDOM: We give our employees the autonomy to act where needed, and the freedom to explore and develop the full potential of SMA products and themselves.
4. KNOWLEDGE: We are curious and get energy from understanding the power of styrene maleic anhydride (SMA) products and helping customers develop more successful products with our solutions.
5. CUSTOMER RELATION: We thrive on being extremely customer-focused by offering customers tailor made technical solutions.

A challenging and rewarding position in a dynamic global organization with serious ambitions. For sure a position where you can fully unfold your true potential and further develop your personal skills. And all this in a multi-cultural environment with highly educated and qualified professionals. Excellent remuneration package including pension and commuting allowance are part of the deal at this global brand in Specialty Chemicals. The position is based in the Headquarters in Geleen and requires the ability to travel up to 60%. You are expected to live in the Euregion.