

Job description

Job Title:

Business Development Manager and Technical Advisor Iberia (M/F)

Job Content:

The Business Development Manager and Technical Advisor Iberia ensures an added value offer is promoted in the Iberia area.

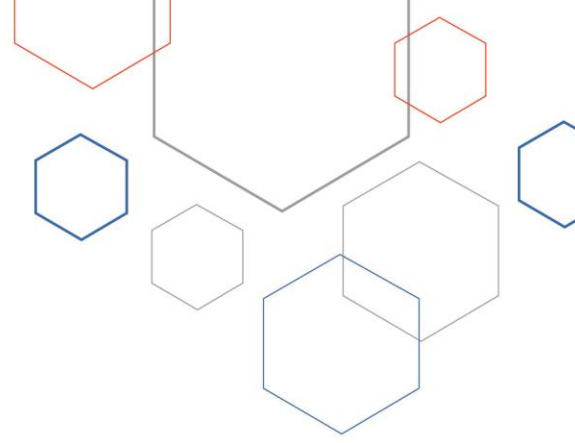
Therefore, the person is the technical advisor on the area. He/She sets up actions of prescription towards his/her network of decision makers and influential players, including principals and sub-contractors. The person proposes appropriate communication actions and ensures they are effectively implemented. It is also up to him/her to keep proposing the adaptation of the local offer.

In conjunction with the above duties, the person generates sales on his/her area of residence (Basque Country, Madrid, Valencia or Barcelona).

Working relationships:

- **Hierarchical relationships:**
 - o He/She reports to the local Manager and in the end to the HQ Executive Committee.
- **Cross-organization relationships:**
 - o He/She actively implements the guidelines and decisions set out by the Product Managers
 - o He/she cooperates with the local Sales Managers and with the Sales Assistant





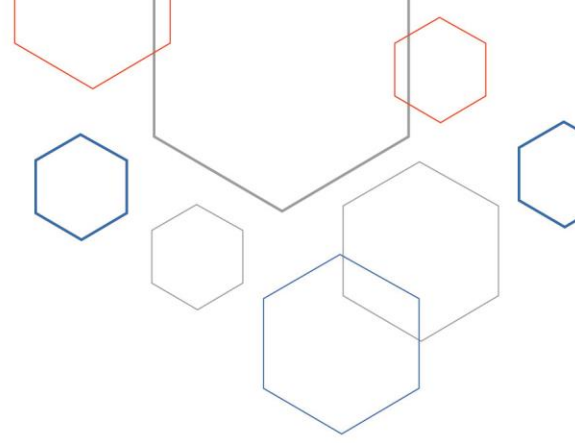
Duties of work:

- **Technical Advisor:**
 - o Sales and technical support and product training (key points of content and differentiation, ...) towards the local Sales Managers in their prospects and customers offer selling
 - o Liaising with the Product Manager to ensure the local sales requests are translated into technical recommendations on a timely manner
 - o Identifying the types of products requested in the Iberia area. Be proactive towards the Product Managers and the HQ Executive Committee to keep proposing the adaptation of the local offer to make it consistent and differentiated, according to the Group strategy and local specifications.

- **Business Development:**
 - o Canvassing principals and sub-contractors of the target segments to identify upstream their projects and follow them up closely with the Product Managers
 - o Translating the requests of those prospects and customers into technical recommendations
 - o Getting the selected products approved by those prospects and customers

- **Direct marketing:**
 - o Setting up and monitoring a network of decision makers and influential players (principals, sub-contractors, suppliers, clusters, ...) to gather market information related to opportunities and threats. Promoting the added value of the local offer to his/her network
 - o Proposing appropriate communication actions (fairs, emailings, technical days, ...) and following up their effective implementation
 - o Developing a yearly commercial action plan coordinated with the Product Managers, the local Sales Managers and the HQ Executive Committee. Supporting the Product Managers and the local Sales Managers with their yearly budget proposals





- **Sales:**
 - o Developing a visit plan of prospects and customers on his/her area related to the yearly commercial plan
 - o Retaining customers through promotion of the families of products and growth of sales per customer
 - o Generating leads of transformation companies in the target segments, focusing on companies with reachable potential
 - o Negotiating sales conditions of the projects and take purchase orders
 - o Administrative follow up of the customers (claims, ...)
 - o Populating the CRM with relevant datas of customers and prospects, starting from their projects, through frequent visit reports

Hard skills:

- Academical technical training in plastic materials or strong field knowledge
- Experience of long and complex sales cycles
- Proficiency in English and Spanish, command of French will be a plus
- Proficiency of communication tools and practices (Pack Office, ...)

Soft skills:

- Interpersonal skills and teamwork ability inside and outside the company
- Ability to listen and to persuade
- Intellectual curiosity
- Hands-on personality
- Taste for challenge
- Commercial spirit
- Rigour in the processes
- Emotionnal balance
- Results-oriented

Frequent travel (about 3 days a week) on the area, and at the HQ in France (Alsace).

Send your application to Mr. Philippe Drach : pdrach@polymix.eu

