

SALES MANAGER, UK (M/F/D)

ABOUT US

PLIXXENT offers innovative polyurethane-based technologies, is represented at six different locations in Europe (Germany, Denmark, the Netherlands, Italy, Spain and the UK), has over 350 employees and an annual turnover of over 300 M€. As a specialist for standard solutions and customised systems, we accompany our customers along the entire value chain - from initial consultation to after-sales support.

In-depth know-how in the development, production and processing of polyurethanes, flexibility in the procurement of raw materials and a European team with decades of experience make us a reliable and high-performance partner – and an attractive employer with a wide range of career opportunities.

In March 2021, PLIXXENT acquired the business and assets of the former MRi Polytech International, now trading as Polytech Liquid Polymers Ltd. A vacancy has arisen at Polytech for a Sales Manager for our polyurethanes binders and coatings products, with a strong focus on growth, whilst supporting our ongoing integration into the wider PLIXXENT European network. The new Sales Manager will report to the local Managing Director and as part of the matrix organisation, will also be a member of the North Europe Region Sales Team. The role will be based at our site in Pott Shrigley (near Macclesfield) in Cheshire; however, the customer base is global, with sales to over 30 countries.

YOUR NEW CHALLENGE

As **Sales Manager**, you will lead the Sales and New Business Development activities for the relevant Polytech product portfolio across the globe. You will work closely with all departments at Polytech (including Supply Chain & Customer Service / Order Management, Procurement, R&D / New Product Development, HSEQ, Production and Engineering) to develop and implement new business opportunities. This is an excellent opportunity for a successful sales management professional to further develop his/her career and grow with the company. The company is going through a period of change following the acquisition by PLIXXENT, which includes developing processes and aligning them with those of our parent company. It is planned, for example, that in early 2023 we will transition from SAGE to SAP S4/HANA.

As **Sales Manager (m/f/d)** you have the following responsibilities:

- Leadership – setting targets, providing direction, performance management and coaching / motivation, employee development
- Business Management – contributing to the sales and marketing plan, annual budgets and regular forecasts, monitoring progress and taking action to improve results
- Commercial – account management; supply agreements and commercial terms, with a focus on maintaining or improving the profitability of the business
- Business Development – identifying new market opportunities, developing new business development projects with existing and potential customers, maintaining an opportunity pipeline, and converting projects into profitable new business
- Relationship Management – manage and nurture both customer and internal relationships to ensure an excellent customer experience at all stages of the process
- Reporting – sales activity and customer meeting reports, project updates, sales performance, market developments and competitor activity

WHAT YOU SHOULD BRING WITH YOU

As **Sales Manager (m/f/d)** you have the following qualifications or experience:

- A minimum of 5 years' experience in an industrial B2B sales organisation (experience with the chemical industry, or even polyurethanes, would be advantageous)
- Excellent communication and interpersonal skills; a team player with strong customer and service orientation; experience dealing with international customers / business would be beneficial
- IT literacy; competent with Microsoft Office
- Enthusiasm and energy; a willingness to learn, coupled with the drive to succeed and the desire to contribute to our growth; willingness to travel extensively both in the UK and overseas
- A "can-do" attitude, solution-oriented with high reliability and trustworthiness
- Analytical and structured, with the ability to work on a range of differing tasks and meet deadlines when under pressure in a fast-paced environment

WHAT YOU CAN EXPECT

At PLIXXENT we offer you a state-of-the-art working environment and all the advantages of a medium-sized, international company in start-up mode. We offer the freedom to contribute your own ideas and to take on responsibility. We cultivate a collegial atmosphere and work in a project-oriented manner.

BECOME PART OF OUR TEAM

We are looking forward to your application. Please send your application together with a cover letter and your salary expectations as a PDF file to: career@plixxent.com.

PLIXXENT respects the principle of equality when hiring people. We do not discriminate based upon religion, race, national origin, gender, colour, sexual orientation, disability status or similar characteristics. All hiring in PLIXXENT is decided based upon background experience, knowledge and merits, according to our business needs.



APPLY NOW!