



BUSINESS DEVELOPMENT MANAGER (M/F/D) – ITALY

ABOUT US

PLIXXENT provides innovative technology based on polyurethane. Specialising in standard as well as tailor-made systems, we accompany our customers throughout the entire value chain – from the initial consultation to the after sales support. In-depth know-how in the development, production, and processing of polyurethanes, flexibility in raw material procurement, and a European team with decades of experience all make us a reliable, high-performing partner and, of course, employer of choice.

The PLIXXENT Group has parted ways with Covestro in late 2019 and is in start-up mode. We seek individuals with the ambition and skills to work in a highly motivated new team of approx. 250 employees in our locations in Denmark, Germany, Italy, Spain and the Netherlands.

ROLE AND RESPONSIBILITIES

Reporting directly to the Head of Marketing & Sales Southern Europe, located at PLIXXENT SL in Tarragona (Spain), you will develop our polyurethanes business in the Italian market. Based in an home office in Northern Italy, you will contact assigned customers and prospects to sell our products and services with a strong focus on personal sales targets, new business development and maintaining long-term customer relationships. In detail, this includes:

- Define and implement short- and medium-term growth strategies to develop our polyurethanes business in Italy – together with the Head of Marketing & Sales Southern Europe
- Add local expertise for optimal customer & market penetration
- Act as local account representative for existing and new customers
- Develop new customers through market research and negotiations of appropriate technical and commercial propositions based on the whole PLIXXENT product portfolio
- Facilitate sustainable relationships on multiple levels
- Monitor and report competitor activities and provide feedback & recommendations on product development based on local market needs
- Provide technical support and trouble-shooting to customers and run trials to homologate new polyurethanes systems at customers' production lines
- Contribute to the continuous improvement of Technical Assistance and Customer Service
- Support the teams in solving client's problems (technical, commercial and logistic) through the analysis of sales processes, making sales-oriented improvement proposals

EXPERIENCE AND COMPETENCES FOR SUCCESS

- B2B Sales Professional with a technical/commercial degree or a comparable qualification
- Several years of experience in business development, (technical) sales or marketing within an international B2B sales organization
- Proven track record in delivering sales growth and building strong customer relationships
- Strong networking, communication and negotiation skills – both in Italian and English
- Knowledge in the field of polyurethanes an asset
- Hands on mentality as well as high sales and customer orientation
- Willingness to travel, up to 50 %

WHAT WE OFFER

PLIXXENT is an inclusive, equal opportunity employer offering attractive conditions and benefits appropriate to an international organisation with a very collegial working environment. The remuneration package comprises a competitive salary, a comprehensive pension scheme, medical, educational and other social benefits.

HOW TO APPLY

We are looking forward to your application. Please email your resume alongside a letter of interest as PDF to: career@plixxent.com.



APPLY NOW!