

Technical Sales Manager Polypropylene **(m/f/d)**

Overview

ECOBAT Technologies is a diversified company serving clients in the automotive renewable energy, energy, oil & gas, telecommunications & construction and engineering sectors. The European division of ECOBAT Technologies has a significant market position in the lead market and belongs to one of the largest producer of refined lead and lead alloys, as well as a major producer of precious metals engineering recycled polypropylene and offers tailor-made value-added services in the collection of waste materials in lead acid and non-lead acid technologies.

Role

The Technical Sales Manager Polypropylene (PP) is accountable for the Sales of our Polypropylene business in Europe. The role will report directly to the Managing Director Polypropylene Business, ECOBAT Technologies Europe

Description

- This role as Technical Sales Manager will be atypical to the responsibilities of a Technical Sales Professional who has developed pathways and rapport with 1st Tier & OEM business relationships within either/or Automotive, Building Construction & White Goods industries.
- As a technical and commercial professional you engage, advise and understand the needs of our customers
- Responsible for improving of the economic performance of the EU Plastics Division. This role needs a strong, robust and resilient individual with a solid foundation in all aspects of technical sales.

Experience

- Experience of sales & key account management
- Experience & career development through a technical injection moulding engineering discipline or intrinsically knowledgeable in the technical plastic injection moulding applications
- Costing, materials, tooling concepts and machining process knowledge expected
- Strong ability of a proven technical commercial professional that can engage, advise, understand and translate what a new/existing customer needs
- Winning new customers and maintaining all customers in the assigned territory
- Experience in support of designing short- and long-term strategies

Qualification

- Bachelor or Master's Degree in materials science, mechanical engineering, chemical engineering or equivalent
- Minimum 5 years proven experience within the Technical Moulding Product Sales or related managerial position
- Ability to manage several sets of agreements and stakeholders as well
- Strong customer related approach
- Strong leadership and organizational skills
- Excellent communication skills
- Excellent problem-solving ability
- Strong understanding of a matrix structured international organization
- Fluent communications skills in German and English. Further language knowledge in French, Spanish and/or Italian would be beneficial
- High willingness to travel

Apply now: BERZELIUS Metall GmbH | Claudia Belz-Fugmann

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