

Business Development Manager - Beauty & Health Segment

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Company: H.B. Fuller

Location: Liège

Category: other-general

H.B. Fuller is a leading global adhesives provider focusing on perfecting adhesives, sealants and other specialty chemicals across all industries throughout the world. While our products are virtually invisible, they play a vital role in ensuring the quality of modern life and we are committed to connecting what matters to solve some of the world's biggest adhesion challenges.

Location: Remote within country in, Italy, Portugal, France, Benelux, Spain, or Ireland

The Business Development Manager - Beauty & Healthcare Segment for the H.B. Fuller Company will be responsible for the development, lead generation and growth of custom adhesive solutions delivered to the consumer and beauty & healthcare industry in Europe.

This individual should be dedicated and accountable to meet the expectations and requirements of all customer accounts in the territory and collaborate with global region partners. The BDM will be the point of contact for all commercial information from the customer and will use this information to effectively drive adhesive programs with internal H.B. Fuller teams regionally & globally. As part of a dynamic and collaborative Personal Care team, this position requires strategic account management of cross functional design, project management, sourcing and quality related teams.

Primary Responsibilities:

Meet individual sales goals set forth by the company and global business manager.

Influence customers as well as lead internal teams.

Promote sales development strategies and value-added services to meet or exceed both short term and long-term goals.

Proactively engages in business meetings with existing and new accounts while developing key relationships within those accounts.

Maintain accurate, detailed, and up-to-date account information with regular scheduled meetings with Business Manager.

Collaborate frequently with technical service and technical manager on an on-going bases to support technical development to support sales efforts with key OEM's.

Effective at internal selling with multi-functional internal teams.

Actively leverage sales technologies and tools to meet strategic account planning objectives and maximize customer and segment growth potential.

Provides strong project management.

Minimum Requirements:

Bachelor's degree required, in chemistry or engineering disciplines preferred.

Minimum of 5 years' experience in a technical or commercial sales role focused on new business development.

Track record of successful selling and/or problem solving in the beauty and healthcare industry.

Strong understanding or experience within the beauty & healthcare industry desired.

Ability to successfully manage accounts, work under tight deadlines, and adapt to changes in the customers environment.

Ability to travel up to 60% of the time to multiple customer locations & countries.

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