

Sales and Application Manager Additives

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Company: Umicore

Location: Bruges

Category: computer-and-mathematical

Belgium - Brugge

Cobalt & Specialty Materials

Sales & Marketing, Process & Product Development

Posted on 18-03-

About Umicore

Reducing harmful vehicle emissions. Giving new life to used metals. Powering the cars of the future. As a global materials and technology group, we apply our specialist knowledge to offer materials and solutions that are essential to everyday life. We aim to be a clear world leader in materials for clean mobility and recycling and have turned our sustainability approach into an even greater competitive advantage. With ambitions like this, imagine what you could do?

About Cobalt & Specialty Materials

Mastering the cobalt value chain. Umicore's expertise covers the sourcing, production and distribution of cobalt and nickel products. Umicore's materials are at the heart of products we use every day such as rechargeable batteries, tools, paints and tyres. Our recycling and refining processes give new life to cobalt and other metals and reduce environmental impacts. To meet the demands of our customers we cannot stand still. We need to find new ways to do things, discover new solutions and develop new ideas. Which is where you come in.

What you will be doing

At Umicore Specialty Materials Bruges (our plant in Bruges employing people and active in the

sales, production, tolling and distribution of various metal organic and pure organic compounds), as **Sales and Application Manager Additives**, you lead the day-to-day operational sales and strategy of USMB's product portfolio with a strong focus on chemical additives! You develop and optimize this growing business further by means of direct sales with key accounts, the distributors and Umicore Marketing Services offices.

Your detailed responsibilities:

You actively participate in defining the commercial strategy. You give input to the yearly budget.

You prospect current / new accounts and opportunities within your assigned region & business domain. You show a strong presence in the field through regular customer visits. You report on a regular and structural basis (detailed and complete visit reports including action plan).

You prepare offers, negotiate sales contracts and provide technical support

You manage the distribution partners and Umicore Marketing Services.

You provide your peers with relevant market info as part of an inclusive working style.

You translate customer and market needs into development projects for R&D.

Within the framework, together with your colleague sales managers, you arrange and follow up the daily back office work, maintain contacts with accounting, R&D, QC, PSM and other supporting services in order to assure an efficient service towards the customer. Customer centricity is key.

You actively build your network. You attend and participate in conferences. You give commercial and technical presentations. You coordinate and participate in exhibitions.

You assist in the development of promotion material (technical brochures, marketing, publications, publicity).

You manage the distribution of petroleum resins to major European ink producers.

You are responsible for the tolling and distribution of IVA (Ink Vehicles & Additives) within USMB.

Who we are looking for

You have a chemical or technical master degree level or an economical degree with several years of relevant working experience in an industrial chemical environment.

You show broad commercial skills with the ability to make accurate analyses.

You are proficient in English, Dutch and French.

Proficiency in Microsoft Office and SAP systems is a plus.

You are an excellent communicator who can work autonomously, provide open and transparent feedback and take decisions.

You are result driven, committed to deliver and persistent in achieving your goals.

You can perform under constant business pressure

You are a born organizer with good time management skills

You have excellent convincing and negotiating skills.

You have an innovative & creative approach when dealing with changing market conditions and opportunities.

You are prepared to travel frequently.

What we offer

We aim to lead the way. Not just for our customers, but for our employees too. That is why we strive to create a collaborative environment in which we can all succeed, and a culture through which we can all share ideas, develop our expertise and advance our careers. As you would expect from a world-leading organisation, we will also reward your contribution with a competitive salary and benefits. With all this and more, imagine what you could do?

If our recycling know-how can recover cobalt from industrial metal scrap, IMAGINE WHAT YOU COULD DO?

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