

Who is Devan?

Devan Chemicals is a dynamic developer, manufacturer and supplier of innovative chemical solutions mainly for the textile industry. Founded in 1977 in Belgium and grown into an international player with offices in the US, UK and Portugal. To the Apparel & Sportswear market we offer a range of solutions: Performance (odor control, moisture management, soft feel/color retention, stretch retention, wool shrink resist..), Thermoregulation (cooling), Health & Wellness (fragrances, skincare, re-vitalise, insect-repellants..) etc. Our supply chain capabilities cover most of the global textile production areas. As a company we are in an investment & growth phase, therefore requiring new highly motivated and experienced people in different areas of our company.

Description & responsibilities

We are seeking a Business Development Manager Apparel & Sportswear Americas to strengthen the Devan Team at our Greenville, South Carolina office. The Business Development Manager Apparel & Sportswear Americas will play a strategic role in our US and global sales team.

The successful candidate will possess a keen business sense and demonstrated ability to develop strong relationships in the North American Apparel & Sportswear market through understanding the customer's business, technical needs and challenges.

Through collaborative internal connections with our business units, R&D and operations organizations, the Business Development Manager Apparel & Sportswear Americas will be responsible for:

- Developing new business opportunities on a North-American scale and manage the customer interface and pipeline opportunities. Be a trusted partner for your clients.
- Develop and execute sales growth plans, incl. develop and document customer account plans, customer proposals and contracts, manage customer pricing to ensure accurate invoicing (in accordance with respective BU manager and operations) etc. Make your promises reality!
- Collect market feedback from competitive observations, trends in the industry, customer product expectations and provide recommendations to key internal stakeholders within the business and R&D organization. Integrate this information in our CRM.
- Develop a strong technical understanding of the customer's unmet needs, matching this with our technical capabilities and assessing the economic aspects of the opportunities.
- Coordinate North American business fulfilment with our operations and distributor management organization.
- Represent the organization at major industry trade shows and key market events
- Support our BU managers and top-management to identify strategic areas for growth
- Be a team player, in the US and towards the European or Asian colleagues.

Qualifications

- Chemical engineering/textile/science degree with good financial / business insight.
- Prove track record in business development or product development in the US Apparel & Sportswear industry (global and national brands and retailers).
- Must be eligible to work in US and Canada.

Knowledge, skills and abilities

- Ability to prioritize and perform multiple tasks in a dynamic and fast-paced environment
- You are fluent in English, knowledge of Spanish would be an asset.
- Strong ability to do concept selling and give technical concept presentations.
- Demonstration of strong team and collaborative skills, also with Europe and Asia
- Demonstrated ability to build and maintain strategic customer relationships
- Must be a motivated, self-starter, with strong networking and communication skills
- Extensive travel within North & America is required. Occasional travel to Europe will occur.
- A sports background would be a plus

We offer

Devan offers a competitive salary including annual bonus and comprehensive benefits package along with 401K. Work from Home Office is possible. If you are interested in joining a vibrant and growing chemical company, please apply by sending your resume to hr@devan-us.com