

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/Sales Manager Europe to strengthen the Devan Team at our Belgium office. The Business Development/Sales Manager will play a strategic role in our EU and global sales team. The successful candidate will possess a keen business sense and demonstrated ability to develop strong relationships in the European 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/Sales Manager will be responsible for:

- Developing new business opportunities on a European and global scale with major sports & apparel brands and retailers and manage the customer interface and pipeline opportunities.
- Do the brand promotion (pull-through activity) towards the global and regional Apparel & Sportswear brands and retailers for the Devan products and solutions.
- 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.
- 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
- Play a pivotal role in the global Devan Apparel & Sportswear pull-through team
- Play an active role for the business fulfillment 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, across our European, American and Asian regions.

Qualifications

- Chemical engineering/textile/science degree with good business insight.
- Proven track record in business development, sales management or product development in the European Apparel & Sportswear industry.
- Must be eligible to work in EU.

Knowledge, skills and abilities

- Ability to prioritize and perform multiple tasks in a dynamic and fast-paced environment.
- Fluent in English & German, knowledge of Spanish/Italian would be an asset.
- Strong ability to do concept selling and give technical concept presentations.
- Feels at ease with technologists/innovation managers, marketing people and operational/supply chain people at Global and European Apparel & Sportswear brands and retailers.
- Demonstration of strong team and collaborative skills, also with the US and Asia.
- Demonstrated ability to build and maintain strategic customer relationships.
- Must be a motivated, self-starter, with strong networking and communication skills
- Willingness to travel 50% of the time is required.
- 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-be.com