

JOB OFFER

Global Commercial Director

Location: Ronse - Belgium

Employment Type: Full Time

Industry: Textile solutions with chemical technologies

Description

Devan Chemicals is a dynamic developer, manufacturer, and supplier of innovative sustainable (green) chemical solutions mainly for the textile industry. Devan has a solid track record in sustainability with a.o. probiotic and non-metal based antimicrobial solutions, a growing range of bio-based textile finishes including in Thermoregulation and Flame Retardants. Devan was founded in 1977 in Belgium and has offices in the US, UK & Portugal. Since July 1, 2021, Devan is a part of **Pulcra Chemicals**.

Job purpose

The Commercial Director is the strategic and tactical leader responsible for the global specialty growth. This role will drive expansion of our sales globally, while establishing a strong sustainable team that will feed the development of innovative and differentiated market solutions.

This is a global role that requires technical expertise, strong leadership skills, intimate knowledge of trends and market dynamics, with experience initiating and executing on profitable commercial agreements.

Responsibilities

- Strategy development and execution – refines and delivers on long term global growth strategy for the business
- Action oriented to address tactical day-to-day challenges
- Master of disciplined innovation to maximize return from existing business and lead the development of new profitable growth across key accounts; accountability for volume, price negotiation, share growth, and margin management
- Collaborates and communicates across functions and levels of the organization to address account needs and generate support and direction for growth within key accounts
- Proven ability to lead and develop talent to build a sustainable high-performing global business

Education, experience & skills

- Ideally a Textile/Science/Chemistry oriented Master's degree with strong business and financial insight
- Strong track record as a leader within the chemical/textile industry
- Global leadership experience
- Professional gravitas, assertive and confident with a high level of personal and professional credibility, presenting to senior stakeholders
- Strong cultural awareness, adaptability and confidence to operate across geographic regions
- Ability to travel internationally

We offer you the possibility to:

- Join an innovative, dynamic & ambitious company
- Get a competitive salary including a comprehensive benefits package (mobility budget, company car, meal allowances, insurances, Company & Individual KPI bonuses,...) and & Enjoy flexibility (flexible working hours – possibility to work partially from home)

If this sounds like a perfect match, please apply by sending your resume to katia.flamand@devan-be.com