

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.

We are looking for a talented Business Development Manager to join the EMEA Sales Team:

- a true professional who can spot and create opportunities with new customers
- able to grow sales within existing accounts across both the UK & Europe.

You should be as comfortable speaking to retailers and brands as you are speaking to mills and be able to adapt your approach to each. With our added value performance finishes we talk as much about how the concepts will benefit the consumer and enhance a brand's sales as we do the technical functionality.

While this role has a primary focus on business development and account management, it also provides technical support to customers. Ideally you will bring a mix of sales experience and technical ability from within the wider textile and clothing sector. Full training on the technical aspects of our products will be given, but you need to have a level of technical understanding on which to build this knowledge.

Responsibilities

- Develops and executes a sales plan to exploit market opportunities and win new customers
- Manages existing accounts to maintain and increase our sales with them
- Key focus on 'pull through' - selling concepts directly to retailers and brands
- Manages retail, brand and mill accounts as required
- Provides technical support and advise to customers
- Works closely with the Devan distributor network - potential to manage specific distributors
- Analyses monthly sales figures versus budget and forecast - takes actions to achieve budget as required
- Gives input on marketing & (new) product issues to Regional Sales Director & supporting teams

Education, experience & skills

- Ideally a Textile/Science/Chemistry oriented degree with good business insight
- Capability to quickly grasp/learn technical aspects to support customers
- Ability to sell the concepts and benefits to the end user of Devan finishes
- Technical experience/knowledge to support key accounts, distributors and mills
- Open & used to work and communicate with different cultures.
- Willingness to travel on a reasonably frequent basis in the UK and Europe (possibly other regions)

We offer you the possibility to:

- Join an innovative, dynamic & ambitious company
- Get a competitive salary including annual bonus and comprehensive benefits package & 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