

Sarlink is a global brand of premium quality pelletized thermoplastic vulcanizates (TPVs). A specialist in developing and manufacturing high quality TPVs to offer customers the material properties they need, such as flexibility, durability and low compression set. Sarlink adds value by being a specialist in high quality TPV solutions and offering a support structure based on close partnership. Sarlink is a truly global company with production operations and laboratories in Leominster MA (USA) and Genk (Belgium), and sales/marketing and technical support offices in Rochester Hills MI (USA), Leominster MA (USA), Sittard-Geleen (The Netherlands), Shanghai (China) and Singapore.

COMMERCIAL ACCOUNT MANAGER FRANCE

Your key challenges

- Execute sales plan (budgeted volumes/commercial conditions) at existing accounts incl. distribution in geographic area of responsibility.
- Ensure proper sales (volume) forecasting.
- Manage good customer relationship well balanced with Sarlink's interests.
- Coordinate (potential) accounts across sales areas with colleague Account Managers.
- Active mapping of and lead generation in the Thermoplastics Elastomers market in the region.
- Initiate & manage new sales development programs at existing accounts and at new prospects.
- Guide the Application Development/ Technical Service and Customer Service activities at customers and new prospects for sales development programs.
- Identify new market opportunities outside existing Sarlink Product Market combinations.
- Support Business Development Managers in their market assessment or market development activities.

Your profile

- An outstanding and proven track record in (Technical) Sales of Thermoplastic Elastomers or Engineering Plastics, preferably in a multinational environment
- A good understanding of the Thermoplastic Elastomers industry, bringing with you a broad relevant network in that industry
- Acquisition of new prospects is a second nature for you
- A technical Bachelor's Degree and good understanding of Business Administration
- Fluency in French and English is required, allowing you to build and maintain a network of expertise
- A self propelling, professional entrepreneur with excellent interpersonal skills and a strong drive for performance, to produce results on time
- Capability to work in stressful situations

The position carries a competitive salary package and excellent secondary benefits.

Starting date: as soon as possible.

Applications (in English) to be sent by e-mail to the European M&S Director Alberto.Dozezan@DSM.com.

Applications will be treated in a confidential way.