



CLOSING DATE
30th April 2019

BUSINESS DEVELOPMENT ASSOCIATE – ON DEMAND

SUMMARY

Are you looking for an opportunity where you are encouraged to realise your potential and work with friendly and supportive colleagues who are passionate about making a difference? Applications are invited from existing Victrex employees for the above position based in France.

JOB ROLE

Reporting to the On Demand Sales Team Leader, the Business Development Associate (BDA) will serve as the primary point of Sales contact with assigned existing and prospective clients to ensure that a wide range of their business needs are met. You will be responsible for developing and maintaining relationships with client personnel, consulting regularly with them, and for marshalling and coordinating internal company resources in order to grow/maintain revenue. You are expected to ensure that Victrex achieves a high level of customer satisfaction, and helps grow/maintain account revenue and account pipeline through proactive client support/service.

You will utilise IMPACT selling to quickly assess both phone and email enquiries and determine the most efficient next steps. You will maintain and grow revenue for the On Demand team by building and maintaining key relationships with both current and prospective customers, documenting all progress, challenges, and support needs through the CRM to communicate and allow for oversight of sales progress. You will proactively engage with Marketing to identify new industry trends and connect the dots of the supply chain.

REQUIREMENTS

You will be working as part of a dynamic sales team serving all of our SBUs while liaising with Field Sales, Marketing, Technology, Supply Chain, and Finance to drive revenue for Victrex and ensure the best possible experience for the customer. Experience working in sales, product development, product management or engineering in Victrex markets/industries would be an advantage. Excellent communication skills along with proficient language skills in English as well as proficiency in French of B1 or greater. The successful candidate will ideally be based in the Grand Est region of France.

▶ TO APPLY

In addition to a competitive salary we also provide a range of attractive benefits, including company pension and healthcare schemes. If you believe you have the drive and potential required to join our team, please email your CV to:

HR@victrex.com. (No Agencies)

ABOUT VICTREX

Victrex is an innovative world leader in high-performance polymer solutions, focused on the strategic markets of automotive, aerospace, energy, manufacturing & engineering, electronics and medical. Every day, millions of people use products and applications, which contain our materials – from smartphones, aeroplanes and cars to oil and gas operations and medical devices. With over 35 years' experience, we develop world leading solutions in PEEK- and PAEK-based polymers and selected semi-finished and finished parts which shape future performance for our customers and our markets, and drive value for our shareholders.

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