



Hyperion Catalysis International, Inc.

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Job Posting

Position Title: Business Development Manager

Qualifications:

- Five plus years of sales and / or marketing experience in Engineering Polymers, Advanced Materials, Coatings and Additives within the Electronics, Automotive, Wire and Coating or related industries.
- International business development experience with new accounts and managing existing accounts.
- Conversational German and French.
- Direct experience managing sales representatives and distributors.
- Demonstrated project management skills and use of analytical methods to solve problems.
- Masters in Business, Undergraduate Degree preferably in the Physical Sciences or Engineering.
- Strong interpersonal skills including being a team player, listening, oral and written communication to facilitate such tasks as preparing and presenting papers.

Duties and Responsibilities:

- Responsible for exploring, developing and harvesting customer accounts that meet the Company's profitability goals for the European Union.
- Lead, manage and participate in cross-functional team sales efforts at large multi-location customer accounts.
- Effectively communicate with all levels internally, as well as at customer's organization - manufacturing, engineering, research, development, marketing, operations, purchasing and senior management.
- Deliver account and industry market and selling strategy, and forge strong customer relationships within the European Union.
- Make technical and sales presentations, as appropriate, to individual customers and at industry conferences.
- Continually develop and use technical understanding of polymer processing from product development to full scale production.
- Use project management skills and analytical methods to solve problems.
- Travel to the European Union approximately 40%.