



## GROUP BUSINESS DEVELOPMENT MANAGER (M/F/D)

Wir sind eine international tätige Firmengruppe, spezialisiert auf die Einfärbung und Veredelung von Kunststoffen und sind Europas größter Masterbatch Hersteller in Familienbesitz. Als unabhängiges, profitables Unternehmen möchten wir mit ausgewogenem sozialen und ökologischen Handeln nachhaltig wachsen. Dabei sehen wir unsere MitarbeiterInnen als wichtige Ressource und wollen zu einem der begehrtesten Arbeitgeber werden. Seien Sie Teil dieser Vision, wachsen Sie mit uns!



Italy



FULL-TIME



FROM NOW ON

### YOUR DIVERSE SCOPE OF RESPONSIBILITIES:

- **Market Development & New Customer Acquisition in Italy and France**
  - Actively identifying potential new customers in the Italian and French market through market analysis, research, and competitive intelligence
  - Proactively reaching out to decision-makers (via phone, email, video calls, and in-person meetings)
  - Establishing new business contacts, developing long-term customer relationships, and managing the entire sales process through to contract signing
- **Consulting, Presentations & Proposal Preparation**
  - Conducting professional product presentations (remotely and on-site)
  - Preparing customized proposals in close coordination with technical and commercial departments
  - Conducting negotiations with a clear focus on closing deals
- **Internal Collaboration & Handover to Sales**
  - Close coordination with internal sales, marketing, and technical experts to ensure a successful onboarding phase for new customers
  - Ensuring a smooth handover to the sales organization
- **Pipeline Management & Reporting**

- Continuously maintaining leads and opportunities in the CRM system
- Regular reporting on acquisition progress, successes, and activities to sales management
- Responsibility for achieving defined targets for new customers and revenue

#### **YOUR PROFILE:**

- Strong “hunter” mentality with a passion for acquiring new customers
- Professional experience in the field of plastics technology, masterbatch, or finishing in connection with coatings (e.g., paints, varnishes, etc.)
- Excellent communication skills at all levels, from technical departments to senior management
- Confident in price and contract negotiations, with a focus on win-win solutions
- Highly self-motivated, structured, goal-oriented work style, and a strong drive to succeed
- Willingness to travel within Italy and France (clients, trade shows, meetings)
- Very good command of English, Italian, and French; additional languages are a plus
- Proficiency in using CRM systems and MS Office

#### **OUR OFFER:**

- Eine A long-term position in a stable, successful family-owned business.
- Significant autonomy in a diverse range of responsibilities with a direct impact on our market expansion.
- A collaborative work environment in a modern setting with a casual, informal atmosphere.
- Remote work with flexible hours (flexible schedule).
- Company car, company cell phone, and laptop
- Attractive benefits such as meal allowances, employee discounts, workplace health programs, continuing education programs, and employee events

SEND YOUR APPLICATION IN ENGLISH LANGUAGE TO:

Mrs. Lisa Kienbink, MA

[WWW.GABRIEL-CHEMIE.COM](http://WWW.GABRIEL-CHEMIE.COM)



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