



WITTENBURG

Your partner in TPE, medical & food compounds

The Wittenburg Group is active in the development and manufacturing of specialty Engineering Plastics and so called Thermoplastic Elastomers. Our main expertise is in high end, highly regulated and risk adverse markets. The company has established a solid track record in supplying custom made solutions for demanding and critical plastics applications in the automotive, medical device, pharmaceutical packaging and food contact industry. Our products are branded under the name Cawiton® and Witcom®.

Wittenburg Group adds value by being an industry specialist in customized plastic compound solutions, and is offering a support structure based on close partnerships and direct support to its customers on a daily basis. To intensify our Sales effort, and to prepare ourselves for future growth, we are looking for a:

Global Account Manager for one of our Key Account

Purpose of the job:

Organizing the support structure for one of our global Key Accounts. Organizing the innovation and development projects at the Key Account. Leading the existing sales and realizing growth. Directing an internal account team.

Your Challenge:

- Globally responsible for the realization of innovation, growth and sales at Key Account.
- Manage good relationships at Key Account well balanced with the interests of the Wittenburg Group.
- Leading a global key account team consisting of technical and commercial team players in different geographical areas.
- Managing the innovation process
- Optimizing the sales process
- Developing our value proposition for Key Account
- Meeting the support expectations of Key Account
- Execute sales plan at Key Account(s).

Your Profile:

- An outstanding and proven track record in Technical Sales of Engineering Plastics and TPE. Preferably in a multinational environment.
- A good understanding of the industry and broad relevant network in the industry.
- Acquisition of new prospects is a second nature for you.
- A technical Bachelor's Degree and good understanding of Business Administration.
- Fluency in English is required, other (Chinese) languages would be great.
- A self-propelling, professional entrepreneur and team player with good interpersonal skills and a strong drive for performance, to generate results on time.
- Capability to work in stressful situations.
- Working from our Zeewolde plant willingness to travel world wide

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

For more information, or sending your application by e-mail, please contact:

Alberto Dozeman, Director of Marketing and Sales, phone: 06-23168034, mail:

Alberto.Dozeman@wittenburgbv.nl. Your application will be treated in a confidential way.

Please also visit our website at: www.wittenburggroup.com