

## About Us

The Wittenburg Group is a family-owned business that develops application-specific thermoplastic compounds. We create customised polymer compound solutions for our customers and have over 115 years of experience. Operating out of our three production facilities Wittenburg, Witcom and Xunfeng, we produce Witcom® and Cawiton® grades to global specifications.

Witcom product range of high-performance engineering plastics compounds to serve the automotive, industrial and E&E markets. Cawiton product range of hard and soft plastics and thermoplastic elastomers to serve the medical, pharmaceutical and food industries. Our extensive know-how and ability to combine many, often contradictory, properties into one material makes us unique. This creates value for our customers by allowing simplified designs which in turn reduces time to market, improves reliability and minimizes product costs.

## **Business Development Manager (3 open positions - EMI shielding, lubricated compounds or medical)**

To intensify our business development efforts for our Cawiton® and Witcom® product range, and to prepare ourselves for future growth, we have three open business development positions. The ideal candidate will lead initiatives to generate and engage with business partners to build business in new target markets for the company. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy whilst leading an internal team of business developers and sales account managers.

### The Role

- Providing vision, inspiration and leadership to strategically grow business of the Wittenburg Group
- Realizing growth through innovation and developing new markets and/or applications
- Translating business development activities to sales
- Build new external relationships to support growth as well as maintaining existing relationships
- Together with Marketing, Sales, (N)BD and R&D, manage business development projects and marketing efforts for new market segments and applications of Wittenburg Group
- Operate globally

### Your Profile

- A game changer
- Acquisition of new prospects is a second nature for you
- Strong communication and interpersonal skills
- Can direct/guide an internal multidisciplinary team and interact with the management
- An outstanding and proven track record in Sales of Engineering Plastics and TPE. Preferably in a multinational environment.
- Fluency in English is required, fluency in other European languages is an advantage
- A self-propelling, professional entrepreneur and team player
- A strong drive for performance to generate results on time
- Ability to work from our Zeewolde or Etten-Leur plant, or from a home office in Germany

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

Please send your CV and motivation to [HR@wittenburgbv.nl](mailto:HR@wittenburgbv.nl). For more information about the role please contact Alberto Dozeman, Director of Marketing and Sales, phone: +31 6 23168034.

We only accept applications directly from applicants. Acquisition from employment agencies and head hunters is not appreciated.

Please also visit our website at: [www.wittenburggroup.com](http://www.wittenburggroup.com)