

European Business Development Manager – Protective Coatings

Summary

Global protective coatings manufacturer seeks ambitious, team-oriented business development manager to drive business and support the company brand in top-priority markets including offshore oil and gas, pipeline & terminals, petrochem/chemical processing, power generation, bridge & highway; with strategic focus on key global and regional accounts in Europe and the surrounding wider region including Eastern Europe, North Africa, the Middle East & potentially Central Asia. Based in the UK – or possibly elsewhere in Europe – the BDM will report directly to the VP Marketing at the headquarters in the USA. This position is a critical new role for the company, designed to support and extend existing business in the region, and will work both independently and with in-country and in-region corporate resources as needed to coordinate key account activity and build relationships with strategic customers and prospects. This is a high-visibility role and provides an excellent opportunity for someone currently managing business in the same or similar market segments to expand their geographic or market focus and take on a wider responsibility.

Success factors & specific responsibilities

Success in this position will be defined in terms of two primary goals:

- Gaining new specifications.
- Capturing major new projects (>US\$1M in size).

Specific activities will include:

- Develop and implement plans to specify, capture and/or expand business with key global accounts such as Bechtel, Worley Parsons, Mott McDonald, Fluor Daniel, Norman Foster, Kellogg, Brown & Root, Total, Saipem, Shell, BP, Chevron, Siemens, Vestas, Gamesa etc.
- Ensure existing key global/regional accounts are optimally served – make certain that multiple points of contact are consistent and maintain strategic focus.
- Develop and maintain proactive relationship stance in order to identify high-value projects early.
- Drive new specification development for global/regional accounts.
- Develop and coordinate global/regional bid packages.
- Multi-national account presentations.
- Coordinate activities of regional sales teams where appropriate.
- Champion & co-ordinate technical service/support activities as needed to assure optimum product & service offering.
- Identify new products required to penetrate target markets effectively.

Background requirements

The successful candidate will have the following profile:

- Bachelor's degree. Chemistry or Chem Eng helpful but not required if sufficient technical experience.
- 7-10 years' experience in the protective coatings marketplace - of which at least 5 years in business development or other customer engagement type role.
- Proven success developing major accounts in this market space: must have relevant contacts and relationships, including some companies listed above, or similar; and strong understanding of the specification process, with experience developing complex bid packages.
- Excellent presentation skills.
- Multicultural; comfortable and able to accomplish objectives across wide cultural landscape.
- Real can-do attitude; goal/solution oriented, find a way to get things done.
- High service ethic.
- Strategic thinker with big picture, long term perspective – NOT a short term sales approach.
- Not a politico – true team player and leader, able to motivate others and influence through actions, without direct reporting relationship.
- UK residency preferred – no relocation provided, but position may be based anywhere within region for the right candidate.

Salary & Earning Package

Depending on experience, this position is anticipated to start with a salary up to £77k with a performance-based bonus of up to approximately 25%. Total OTE may be negotiable depending on individual experience.

Contact

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