

WEIDMANN

The Weidmann Group develops, produces and distributes tailor-made solutions for the transformer and medical industries. We are headquartered in Rapperswil-Jona, Switzerland, and are active worldwide in more than 30 locations and employ a staff of 2'800.

Our **Corporate Start-up** 'Fiber Technology', which is specialized in the development & industrialization of microfibrillated cellulose (MFC), is looking for a

Business Development Manager Personal Care & New Applications (M/W/D) 70-100% - Hybrid

Your tasks: Distribution channel management serving the Personal Care markets & ensure the growth plan (volume and margin) execution • Assess & drive new business opportunities and lead execution in collaboration with R&D and production • Product Management of the MFC product portfolio from product definition to market introduction, and lead change management for the Personal Care markets and new growth markets • Coordinate customer communication efforts including webinars, technical sales events, social media positioning, trade fairs, e-channels • Support the development of the growth strategy for MFC for new target markets incl. assessment, segmentation & tactics • Lead certification management, regulatory and registration for existing and identified new business areas

Your qualifications: Minimum 3-5yr commercial experience serving Personal Care industry, additional experience in special chemical industries is advantageous (coatings, food, agriculture) • Solid sales experience in B2B environment and knowledge of distribution management • Solid technical acumen of ingredient applications in Personal Care industry • Proficiency in project management • Clear and efficient communication style and good negotiation skills • Excellent English skills, German skills are a must • Experienced user in MS office application, SAP and Qlik as an advantage • Persistent and enduring, positive thinking and solution oriented • Highly self-motivated, works independently and collaboratively

Are you ready for taking up these responsibilities and tasks and would you like to work with a diverse and agile team in an international environment? We are looking forward to hearing from you and receiving your complete application documents. We prefer direct applications.

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