



Job Title: Sales Account Manager

Company: Lamoral Coatings B.V.

Location: Weert, The Netherlands (with global travel)

Job Type: Full-Time

About Us:

Do you see yourself being part of a very innovative fast-growing scale up, helping to build and grow the company further?

Then Lamoral Coatings is the right place for you!

At Lamoral, we are on a mission to revolutionize the textile finishing market sector and become the world's most durable and innovative coating company. As a fast-growing scale-up, we thrive on innovation, sustainability, and a commitment to building a better, environmentally conscious world. Our team values self-initiative, open communication, diversity of opinions, and a passion for excellence in innovation and commercialization.

About the job:

We are seeking an ambitious Sales Account Manager with a strong sales drive to join our dynamic team. The successful candidate will play a pivotal role in building and managing distributors/customers globally, working closely with major B2B textile mills and B2C brands. This is an exciting opportunity to drive the growth of differentiated products and introduce new offerings in the textile finishing market.

Responsibilities:

- Build and manage relationships with distributors/customers globally
- Generate sales from new customers and grow business with existing customers
- Work across the value chain with B2B textile mills and B2C brands
- Drive new product introductions in the textile finishing market sector
- Take ownership of lead generation, appointment booking, and revenue delivery
- Establish and maintain strong communication with new and existing customers/distributors worldwide
- Execute sales processes to convert business opportunities to sales
- Collaborate with internal sales & business development teams and distribution partners worldwide
- Provide accurate sales forecasts and contribute to the development of sales plans
- Stay informed about market intelligence, customer needs, and competition
- Attend international conferences, congresses, and exhibitions representing the company
- Actively seek and transform new opportunities in the market into leads

Requirements:

- Minimum 3 years of experience in B2B sales with B2C market pull
- Bachelor's degree in Textile or Chemical industry
- Excellent communication, negotiation, and presentation skills
- Ability to work independently and thrive under time pressure
- Entrepreneurial mindset with a hands-on approach
- Team player with strong networking skills
- Fluent in English; knowledge of any other European language is an advantage
- Willingness to travel globally

Benefits:

- Competitive salary with performance-based bonuses
- Global travel opportunities
- room to grow your entrepreneurial skills
- Professional development
- Grow as we grow
- An inclusive and dynamic work environment.

How to Apply:

Interested candidates should submit their resume, cover letter, and references to Sharon.Schonkeren@Lamoral-coatings.com. Please include "Sales Account Manager Application" in the subject line. The deadline for applications is 19 Januari 2024].

Lamoral is an equal opportunity employer. We encourage candidates from all backgrounds to apply.