Job Title: Sales Account Manager (fulltime)

Location: Remote with global travel and working on average a minimum of 2 days a week out of Weert in the Netherlands (headquarters Lamoral)

**Who are we?**

It started in the most hostile environment **…** **Space**.

The origin of Lamoral was to protect the surface of satellites against outer space conditions. Lamoral was tested under the hardest space conditions and outperformed expectations. Down from space, Lamoral took durable and sustainable coating to a new dimension.

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, entrepreneurship, challenging the status quo, a continuous learning mindset, open communication, diversity of opinions, embracing collaborations and a passion for excellence in innovation and commercialization.

**What do you want?**

Do you see yourself being part of a very innovative fast-growing scale up, helping to build and grow the company further and grow with us? Then Lamoral Coatings is the right place for you!

**Who are you?**

You are an entrepreneurial Sales Account Manager with a strong sales drive to join our dynamic team. You 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

Requirements:

• Minimum 3 years of experience in B2B sales with BtC market pull

• bachelor's degree in international business development with a strong appetite to learn about and master the technical background and traits of our products

• 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 and willingness to travel

Benefits:

• Competitive salary with performance-based bonuses

• Global travel opportunities

• Room to grow your entrepreneurial skills

• Professional development

• An inclusive and dynamic work environment.

**Even more interested?**

Don’t wait. Send your resume and motivation, including references to Sharon.Schonkeren@Lamoral-coatings.com. Please mention "Sales Account Manager Application" in the subject line. The deadline for applications is 1-5-2024.

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