



### Are you inspired by modern technologies?

As a manufacturer of Oligomers and UV light curing adhesives, we offer our customers the complete solution for industrial applications in the most diverse markets from the medical technology, electronics and automotive industry, aerospace and much more. Dymax is an exciting international company that is continuously developing and investing. As a family-run company, we have been on the market for 40 years. Get to know us and become part of our dedicated team!

To support our Sales Team, we opened a technical sales position responsible for growing oligomers revenue and share in the EMEA through direct sales efforts, coordinated team support, and channel partner efforts at existing and targeted accounts.

We are looking for you as

### Sales Manager - Oligomers & Coatings, EMEA (m/w/d)

#### About the Job:

- Achieve revenue objectives for Dymax Oligomers and Coatings at specified existing and target customers through both direct selling efforts and via sales partners
- Develop, implement and execute an annual sales plan and revenue budget
- Identify, cultivate and close new business opportunities
- Develop, refine, and maintain a robust opportunity pipeline
- Conceive, develop, and implement programs that train and motivate sales partners.
- Support direct customer, distributor and sales representative sales growth activities
- Develop strong internal relationships with Oligomers and Coatings commercial and technical personnel, both within and outside the EMEA, to ensure collaboration and information sharing
- Work together with other departments on sales leads, coordinate lead follow-up and provide feedback to Dymax support teams (e.g. Lead Specialist, R&D, Application Engineering)
- Plan and coordinate informative events for targeted customer audiences that provide compelling information on Dymax technologies, products, and services.
- Capture competitive intelligence and provide information and/or data to Dymax Marketing and AE departments regularly
- Identify and help define new product development opportunities that arise at key customers and at key target accounts
- Significant travel of 50% or higher as demanded by the business

#### About you:

- B.S. or B.A. degree required; degree in Chemistry, Engineering or related disciplines preferred
  - Understanding of organic coatings and/or UV curing technology is highly desired
  - Minimum of 2 years of successful B2B direct sales experience in a technical industry, preferably related to coatings or specialty materials
  - Established set of professional selling skills, inclusive of opportunity funnel/pipeline management, account management, personal selling skills, consultative selling and Value-Added selling
  - English as a primary or fluent secondary language; German fluency preferred
  - Salesforce CRM experience preferred
  - Consistent, professional and ethical behavior
  - Self-motivated, energetic performer with solid analytical, planning, communication, and computer skills
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**Our Offer:**

- Interesting and demanding tasks and projects in an international environment
- An all-round and evolving role in a challenging function where you to a great extent contribute to the development of a growth-oriented company with a strong employee culture
- Performance-based salary model and flexible working hours
- Pleasant working environment characterized by team-oriented action, dedicated colleagues and mutual respect

**Are you interested? Get more information on [www.dymax.de](http://www.dymax.de)**

Please submit your application and CV in English by E-Mail on [bewerbung@dymax.com](mailto:bewerbung@dymax.com).

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