

Our client is a leading manufacturer of product solutions based on specialty fibers, synthetic materials and chemistry for the automotive industry. The major international automotive brands have been relying on the extraordinary quality and innovative power of both their development and manufacturing capabilities. In the course of company's continuous growth, we are looking for you as a

Business Development Manager (f/m)

Rhein/Neckar area

Your tasks

- You will conduct acquisitions of new projects in a target- and profit-oriented manner and will support existing, as well as new customers
- Together with our customers (OEM and T1), engineering and other internal resources you develop and promote innovative business and product solutions for future vehicle models
- You observe the markets on the customer and supply chain, recognize trends and opportunities and align the service portfolio accordingly
- You observe related markets, find new strategic business and applications outside our core business
- You will work closely with development and production in our local plant, as well as with the American parent company
- You negotiate with the customer's decision-making bodies, as well as other related parties, representing our company securely at all hierarchical levels
- You maintain and expand our network on an international level

Your profile

- You have a degree in science, engineering, or a comparable qualification
- Ideally, you have experience in textile technology
- For at least 5 years you have been responsible for a task in the relevant industry for which this position represents the next logical step
- Both your German and your English are business fluent and you have a high degree of intercultural competence
- Your communication skills make you an appreciated and convincing conversational partner
- You appreciate the scope and responsibility in a medium-sized company
- You are ambitious! Your sense of responsibility and integrity make you a leader who is also recommended for larger tasks

The offer

- A company whose organization and processes are lean and controllable and which you can help to shape
- A business and personal growth opportunity
- Large entrepreneurial leeway and
- A people-oriented, long-term targeted, sustainable environment, in the local team, as well as in the company group

We are looking forward to receiving your questions or your application to:

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