



Commercial Development Manager EMEA OxyMem MABR at DuPont Water Solutions (F/M/D)

DuPont is seeking a home-based or office-based Commercial Development Manager to support strategic growth of the MABR market with primary focus on EMEA. OxyMem MABR technology is integral part of a DuPont's broad portfolio targeting water and wastewater treatment. The CDM dynamic role will provide an exciting and challenging mixture of commercial activities to accelerate growth of a specialised product line within key markets.

Description

The Commercial Development Manager is accountable:

- To meet agreed revenue and margin targets.
- To establish, grow and maintain a meaningful pipeline to ensure company growth year on year.
- The Commercial Development Manager is expected to:
- Acquire projects from early phase until closure (end to end).
- Understand the industry participants, value chain and client needs.
- Make sound judgments on the potential of sales opportunities.
- Maintain up to date data to support the growth potential (CRM based).

Key Responsibilities

- Act at all times as ambassador for the OxyMem brand.
- Maintain a robust sales pipeline and have the ability to both convert sales and clearly articulate status against expectations.
- Prospect for new sales opportunities.
- Prospect for new partnership opportunities.
- Develop meaningful partnerships with companies that can have a significant impact on OxyMem's sales and brand reach.
- Build key strategic reference customers to showcase OxyMem in regions.
- Articulate compelling value propositions around OxyMem's technology offerings.
- Provide internal communication of deal status at every stage of the sales cycle.
- Assist in the development of company strategic and regional plans and help penetrate opportunities in targeted industries/applications.
- Support regional teams on MABR projects, primarily in EMEA. In exceptional cases also globally.



What you need to succeed

- Bachelor's Degree (or similar) in Engineering or Business.
- 3+ year's commercial experience within the wastewater sector.
- Commercial experience with biological treatment equipment.
- Experience in selling a new technology into the sector seen as an advantage.
- Wastewater site-based experience such as operations, process design or installation seen as an advantage.
- Experience taking part at marketing events and presenting technology at conferences.
- Skills & Abilities
- Self-motivated individual with determination to overcome hurdles typically associated with bringing a new technology to market.
- Ownership of agreed commercial targets.
- Enthusiastic approach to task at hand.
- Prioritizes between competing tasks and opportunities to maximize the value for the company.
- Strives for self-improvement.
- Understand the industry participants, value chain and client needs.
- Make sound judgments on the potential of sales opportunities maximise in-year revenue and build future pipeline.
- Knowledge and experience to identify and match technology to client needs in developing long-term value-creating solutions.
- Efficient and effective work ethic, communicating promptly and confidently.
- Comfortable working from home office yet aware significant travel across EMEA and occasionally globally may be frequently required to foster and drive collaboration and enable business success.
- Competent computer and key software platform skills (Word, Excel etc).

We offer you...

For more information, please check our Website: <https://careers.dupont.com/>

