



Proviron is a global chemical company, established in 1977. Ever since, Proviron has been bridging the gap between environment, health and safety on one side, and chemical solutions on the other. It is certainly no coincidence our company name Proviron is made of two words: "Process" and "Environment". More than words, Proviron acts.

Proviron's mission is to provide solutions for tomorrow's problems. As a diversified chemical company :

- we help airports and airlines with deicing solutions:

Provifrost®,

- we invent products for water based applications:

ProviChem®,

- we develop ingredients that help reducing the use of antibiotics in animal feed and we grow different microalgae which are used in aquaculture,

- we produce Heat Transfer Fluids to cope with numerous applications : **ProviFlow®**,

- we produce non-phthalate and bio-based plasticizers:

Proviplast®,

Via our subsidiaries in Belgium, the USA and China, our 240 employees support 700+ customers in 90+ countries, achieving € 70 million of annual sales in 2018.

WE OFFER

Besides a competitive salary and benefits, we offer you a varied and exciting position and a motivating work environment in a progressive company with a passionate family shareholder. You will work as part of a dynamic team where there is plenty of room for initiative and personal input.

INTERESTED?

Then send your application letter and CV now to:

Proviron

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BUSINESS MANAGER CONTRACT MANUFACTURING

POSITION SUMMARY

The Proviron Group (www.proviron.com) has an immediate need for a Business Manager Contract Manufacturing (tolling of chemical intermediates). If you are a passionate sales professional with a proven track record of success in sales in the chemical industry, we invite you to apply. Until today, the business unit contract manufacturing is the biggest business in our portfolio. We strategically focus on three segments: polyurethanes, brake fluids and sulphur-based chemistry.

YOUR RESPONSIBILITIES

- As a member of our Business Team you will manage and develop our existing European customer, product and services portfolio. You will also be coaching the US-based sales manager who is responsible for our contract manufacturing business at our plant in Friendly, WV – USA.
- With your drive and professional approach you will achieve the agreed annual targets (volume, revenue and margin growth) and all the other qualitative objectives. The 5-year plan, annual budget, sales and marketing strategy, sales development and sales management are your main tools to achieve this.
- You will be responsible for ensuring the continued development, implementation and communication of our business strategy. This means you will develop and maintain strong relationships with key stakeholders at current and prospective customers, including plant or supply chain executives.
- You will take part in trade fairs, conferences and seminars in order to stay updated on trends, developments and opportunities in the market. You are able to translate these opportunities into business.
- You will introduce new concepts to customers and prospects.
- You gather, analyze and interpret customer, competition and market data.
- You will be coached by the Commercial Director (based in Belgium) and you work closely together in multidisciplinary teams if needed.

YOUR PROFILE

- As an ideal candidate you have a minimum of 10 years of experience in a business management role (preferably in a B2B environment) in the chemical, plastics, composites or chemical services sales or any related industry.
- You have a Master's degree in Engineering (Chemical, Mechanical, Industrial), Technology or Life Sciences (Biology, Chemistry, etc).
- You build strong customers relationships at all levels and have a "nose" for new business opportunities.
- You have a harvester's soul but are disposed of the necessary hunter competences, with a good understanding of business economics.
- You are a definite team player, entrepreneur and communicator. You combine business acumen with excellent communication skills and outstanding organizational skills.
- You are prepared to travel frequently.
- You have a history of working in a field that required autonomy and self-motivation.
- You like working in a "no nonsense" culture with a dynamic, flat structured company.
- You are highly computer literate: you are able to work with Microsoft Office Suite and you are willing to learn internal business systems. Experience with ERP systems and Lotus Notes is a plus.