



Business Development Leader – Adhesive Films

Classification: (Exempt)

Reports to: VP Business Development

Target Date: 03/2021

JOB DESCRIPTION

Summary/Objective

The Business Development Specialist is a targeted BD position for a senior salesperson with demonstrated industry experience selling Film Adhesives and market knowledge of existing manufacturers, customers, products, and technologies. The overarching objective is to identify, develop, and close new opportunities for Axiom's Film Adhesive product line. The BD Specialist will work closely with customers, the business development team, technical team, and regional sales team to grow and promote the sale of Axiom Materials' products. The BD Specialist is the first line of contact with all new customers and will utilize his/her deep industry expertise in the composite market to establish and maintain long-term business relationships with both the new and installed customer base.

Duties/Responsibilities

This is a field-based sales & BD position. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The following is a non-exclusive list of the essential functions of the position, which are listed in no particular order:

- Close and grow sales through professional communication with existing and potential customers targeting film adhesive needs.
- Manage and interpret customer requirements – speaking with customers to understand, anticipate and meet their needs.
- Communicate sales or service opportunities and customer concerns or suggestions.
- Identify and resolve customer concerns; recommending a course of action to alleviate these concerns in the future.
- Understand and comply with established guidelines that ensure a safe and healthy work environment.
- Coordinate company staff to provide exemplary service to customers.
- Expand market awareness of Axiom Film Adhesive products and our industry experience by communicating features and benefits of our products and services effectively.
- Work with the engineering team to ensure customer project requirements are met.
- Maintaining records of customer communications and contact information as required.
- Set up technical presentations, webinars, and meetings to advance the customer buying process.
- Prepare responses to Requests for Proposal and Requests for Information.



- Attend and participate in trade shows, conferences, and other marketing onsite and virtual events.
- Maintain awareness of pertinent customer information, future payment performance; communicate any customer information that may affect company decisions to appropriate departments as needed.
- Posses strong business acumen and working knowledge of design tools and price calculations.
- Research market requirements and market data.
- Maintain knowledge of competitor products and identify and report intelligence on competitor pricing and marketing strategies.
- Demonstrate and explain best practices for film adhesive applications and installation techniques. Discuss the selection of proper film adhesives to be used with Axiom's composite prepreg materials.
- Submit a variety of sales status reports as required, including activity, closings, follow-up, and adherence to goals.
 - Submit quarterly customer visit plans. Schedule customer meetings and action plans for follow-up.
- Send legal documents to customers and send signed copies to HQ for filing.

Competencies

- Motivation for sales
- Prospecting skills
- Product and market knowledge of film adhesive and composite materials
- Sales planning
- Selling to customer's needs
- Territory management
- Presentation skills
- Energy level
- Meeting sales goals
- Professionalism
- Customer relationship management

Work Environment

While performing the duties of this job, the employee will frequently visit manufacturing sites, and may be subject to typical manufacturing hazards, such as operating equipment, loud noises, chemicals, etc.

Physical Demands

The employee is required to sit, walk, and stand for extended periods of time. Minimal physical exertion is required; however, consultant must be able to lift and/or move objects up to 25 pounds and occasionally lift and/or move objects up to 50 pounds.

Position Type/Expected Hours of Work

This position will be negotiated as a full-time role. Days and hours of work are generally Monday through Friday, 8 am to 5 pm, must remain flexible and open to possible schedule changes to meet business needs.



Travel

Regular customers and trade show visits are expected, which will include air travel. Typical travel comprises approximately 50% of the work schedule monthly.

Education and Experience

- Bachelor's degree in a job-related discipline.
- 5+ years of increasingly responsible sales and commercial experience in supporting/managing composite prepregs and/or film adhesives systems sales.
- Specific market knowledge of the film adhesive market and users of products from Henkel, Hexcel, Solvay, Mitsubishi, 3M, and other industry players.
- Suggested that candidate has at least two years of technical experience in a supervisory or management capacity.
- Strong & effective communication skills, including written, spoken and online.
- Strong leadership skills.
- A strong understanding and proficiency of the Microsoft 365 and office software suite is required, including Excel, Word, PowerPoint, Teams, and Outlook.

Work Authorization/Security Clearance

Must be a U.S. Person as defined by 8 U.S.C. 1324b(a)(3) due to export-controlled information.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required for this job. Duties, responsibilities, and activities may change at any time with or without notice.