



<https://www.akf-plastics.com/en/jobs/technical-commercial-growth-manager/>

Technical-commercial growth manager

Description

Are you a driven and creative sales professional with a passion for providing technically sound advice to industrial clients? Are you looking for an employer for whom out-of-the-box solutions are part of success? And do you dare to make a distinctive proposal to clients and exceed their expectations? If you are up for the challenge of further growing revenue, we would like to discuss this position at AKF as the next step in your career.

Responsibilities

In this new position, you are responsible for furthering AKF's revenue growth in Naarden. As a member of the Management Team, you take over the commercial space from the Managing Director and provide the organization with new impulses, focusing on the commercial process. In addition to strengthening and expanding existing relationships, you focus on acquiring new contracts from existing clients and in new markets. The international automotive sector, among others, is a key area of focus.

You translate your commercial objectives into concrete plans. Throughout the execution, you keep the organization informed about your progress, adjustments, and necessary investments, ensuring that the increasingly automated production capacity is available on time. You are the face of AKF to clients in the market. You understand their needs, provide customer-specific advice, and ensure that the quality solutions offered are lucrative for all involved. In the sales process, you prepare quotations, consulting with the Managing Director and engineering where necessary. You follow up on the quotations and close deals with clients. Leveraging your insights into commercial market opportunities, you energetically contribute input to the organization and colleagues to shape the further growth of AKF. You are expected to be actively engaged outside for half of your time, and in this position, you report to the Managing Director.

Qualifications

- A broad bachelor's degree level of education;
- 5 to 15 years of relevant commercial experience in consultative sales of products or services to industrial clients;
- Affinity with high-quality technical applications;
- Self-directed, energetic, and entrepreneurial personality;
- Analytical mindset with the patience to reach the right deal with clients. But that deal will be achieved!
- Good communication and interpersonal skills;
- Thinks in terms of opportunities and possibilities and is able to motivate others to achieve goals;
- Proficient in Dutch, English, and German languages;
- Residing within a commutable distance from Naarden.

Job Benefits

- Assuming partial responsibilities of the Managing Director in a responsible

Hiring organization

AKF Plastics

Employment Type

Full-time

Job Location

Nikkelstraat 18, 1411 AK, Naarden,
Noord-Holland, Nederland

Date posted

25 March 2024

and independent commercial function.

- Making an active contribution to the further growth of the company.
- Engaging in consultative sales of innovative products.
- Offered with attractive primary and secondary employment conditions.

Contacts

AKF Plastics is a renowned and successful family-owned business. Our rich history in providing injection molding solutions dates back almost 100 years. From a modern facility in Naarden, our mission is to deliver high-quality technical solutions to industrial clients in the most economical and socially responsible manner. AKF increasingly focuses on meeting the specialized requirements of the Aerospace, Automotive, and Construction Industries. The organization fosters an open and informal culture, emphasizing collaboration and accountability.