

Business Manager - Coatings & Construction

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Company: Cs Executive Group

Location: Australia

Category: other-general

Senior Career Opportunity in Product Management with an Ingredient Distributor
Relationship Management of Suppliers and Customers Permanent Full-Time Role with flexibility
for hybrid work arrangements Competitive Package – Base + Super + Car + Uncapped
Bonus THE CLIENT Established in the late 1800s, our client is a global success story
operating in numerous countries and continents around the world. They are a world leader
and innovator in ingredient supply and in the way they manage their business . Our client
offers a comprehensive range of products to cover all functional and active needs in the
coatings & construction care space. They offer a number of scientifically supported
ingredients for developing new ingredient combinations and advanced applications. The
scientific know-how supported by their technical hubs and the boutique customer service
provided by our client continues to be in high demand. Their mission is to build the best
teams by inspiring, challenging, and hiring the brightest talent from around the world. Our
client offers multiple research centres around the globe, including a large team of scientists in
Australia to support the ANZ region. THE ROLE Our client requires an experienced
Business Manager to join their impressive National Team. The chief task is to grow our client's
presence on the market by way of Product & Supplier relationship management. An opportunity
like this does not come around often! We are looking for a business savvy and technically
experienced professional to manage our client's Coating & Construction portfolio . The
overall responsibility is to drive sustainable sales by developing and implementing strategies
to manage Supplier product portfolios and support Customer innovations. In return, our
client offers: Great flexibility via a hybrid working arrangement Competitive salary package

+ Bonus + Car Allowance Uncapped Bonus for exceeding targets Work with Commercial and Technical experts in the field Some Responsibilities: Manage international ingredient Suppliers and source high-quality and competitively priced ingredients to support your customer needs Attend Supplier product training, and in partnership with Account Managers drive your Supplier's product sales Manage Supplier portfolios & oversee inventory forecasts Assist in the preparation of sales targets in conjunction with General Manager & Account Managers Develop effective long-term relationships with key personnel across Customer accounts and Suppliers by providing advice on formulation and technology transfers Ensure extensive knowledge of Supplier products and applications to translate to Customer needs Keep abreast of global trends in Coatings & Construction ingredients Work with internal sales/technical teams to develop presentations around Supplier key/focus areas Work closely with internal teams including Sales, Quality, Technical, Customer Service, and Logistics Coordinate the preparation of tenders, pre-sales internal costing and manage distribution & pricing policies At all times ensure accurate stock on hand and manage forecasting for all products in your portfolio

SELECTION CRITERIA You will be a pleasant and energetic professional with the ability to bridge Supplier and Customer needs, representing both our client and their suppliers to customers, effectively converting opportunities into sales. To be shortlisted for this exciting opportunity you will need to meet the following criteria: At least 3–5 years of experience with supplier and product management, dealing with ingredient suppliers Tertiary qualified in Chemistry or related degree Experience & understanding of Coatings & Construction ingredients, in particular, polymers and additives Demonstrated interest in the global trends for Coatings & Construction ingredients and formulation experience Must have an understanding of exchange rates and their impact on imported products from overseas Proven experience with forecasting and stock management Strong communication skills Effective negotiation and influencing skills Ability to work within cross-functional teams and participate in knowledge-sharing Strong experience with product costing, preparation of quotes and setting of sales budgets A continuous improvement mindset Ability to travel, nationally on a quarterly basis, and internationally on a yearly basis

APPLICATIONS To have a confidential discussion about this role, please contact Daniele on 0434 746 361 or alternatively send an email to To apply, please click the Apply button and send your resume with a cover letter addressing the above criteria to CS Executive Group.

THANK YOU Given we appreciate the effort it requires to express an interest in response to a job advert, we would like to thank you in advance for taking the time to apply for this role.

Unfortunately, due to the large volume of applications we receive daily, we typically only make contact with individuals whom we consider to have suitable qualifications and experience to be assessed further for shortlisting. Nevertheless, all resumes submitted to CS Executive Group are retained on our database—you might therefore be contacted by us for suitable roles arising in the future. Please follow our LinkedIn page to be notified when we have new job opportunities:

#J-18808-Ljbffr

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