

Luxembourg Jobs Expertini®

Regional Sales Manager Automotive & Industrials, Energy Solutions and Aerospace (m/f/d)

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Company: Dupont

Location: Contern

Category: other-general

JOB DESCRIPTION

At DuPont, we are working on things that matter; whether it's providing clean water to more than a billion people on the planet, producing materials that are essential in everyday technology devices from smartphones to electric vehicles, or protecting workers around the world.

If you would like to be a part of a premier multi-industrial company that is delivering sustainable solutions that bring real purpose and value, of a company with collaborative spirit because it believes that we work best when we work together as a team and values the diversity of thought, then DuPont is the company for you!

WHY JOIN US?

Our purpose is to empower the world with essential innovations to thrive. We work on things that matter!

Have the **Opportunity** to chart your own course, challenge yourself, and acquire new capabilities to build a rewarding and fulfilling career. We reward employees with competitive pay and incentives to recognize skills, competencies, and contributions to business results.

Get to **Experience** a collaborative environment where teamwork is celebrated with flexibility that enhances balance and an inclusive atmosphere that is welcoming to all!

Get to know our **Purpose** and make it yours by bringing innovations to market that improve the world, share a commitment to sustainability that makes our planet better and give back to communities in which we work and live.

DuPont Water & Protection is seeking an **EMEA Regional Sales Manager (RSM)** for its **Kevlar® Automotive and Industrial businesses and its Nomex® Energy Solutions and Aerospace.**

The **RSM** will serve as a commercial champion for the business to ensure the ongoing service of existing customers while driving collaborations along the value chains to capture new market opportunities. The position is responsible for a significant revenue base, offers a diverse set of business experiences and enables the development of strategic customer relationships across our **Nomex® and Kevlar®** product portfolios.

Currently, the role has 7 Account Managers as direct reports with an additional 6 to 8 sales professionals that support the **EMEA Kevlar® and Nomex®** businesses across the entire region.

The **RSM** will proactively lead the team to defend/grow strategic accounts that deliver value across the enterprise. In addition, the candidate will ensure the execution of global market segment strategies while ensuring the application of differential management principles and supporting optimized demand planning processes.

The position is critical to the ongoing success and projected growth trajectory for the global enterprise. The successful candidate should display strong talent model behaviors and exemplary leadership skills through demonstrative examples of proactive collaboration with Marketing, Technology, Customer Service, Product Management, Demand and Supply Chain.

It is a position that requires a high degree of flexibility, tenacity, results-driven orientation, and a strategic mindset.

This position will be home office or office based according to candidate's location with sales professionals and customers located throughout EMEA. This role is expected to travel 40% across EMEA with the potential for some limited international travel.

Responsibilities will include but are not limited to:

Leading the EMEA regional sales team across the four segments Energy Solutions, Aerospace and Automotive & Industrials, ensuring the account managers' professional development and succession plans preparation.

Enabling a commercial excellence culture and serving as a coach for the account managers.

Collaborating with regional marketing and technology leadership, to ensure the sales resources are effectively prioritized and aligned with segment objectives.

Executing the business strategy on current and new markets to drive profitable growth.

Executing key actions to achieve the regional sales target, tracking the opportunities pipeline to achieve short and mid-term growth objectives.

Ensuring distribution/supply and rebate contracts compliance, AR collections, superior Account Management planning, call reports, customer visits and forecast accuracy.

Collecting competitors and market insights to analyze the future strategy.

Cultivating a strong external focus with key customers, end-users, and stakeholders.

Defining specific goals for each KAM to achieve revenue and increase market share.

Ensuring the ongoing and consistent adherence to all DuPont Core Values.

Qualifications:

Bachelor's degree in science or business. MBA or advanced degree in relevant field, preferred.

Experience in Energy or Automotive segments preferred.

Strong knowledge of opportunity pipeline management and CRM (Salesforce) proficiency

Extensive experience in sales (5 years minimum).

Experience leading/influencing large teams/projects while accomplishing defined objectives.

Demonstrated ability to understand the needs of customers and the development of solutions to satisfy/retain end-users.

Knowledge and experience with , strong ability to build and manage opportunity pipelines.

Demonstrated ability to network, build strong relationships with the C-suite and key industry/market influencers.

Strong desire to exceed results by exercising sales leadership/influence, taking initiative, overcoming obstacles, and finding creative solutions.

Ability to interact at multiple levels within the customer's organization inclusive of senior

leadership.

Ability to communicate internally and externally with impact.

Self-starter, collaborator, strategic-thinker and a consistent demonstrated behavior of being highly motivated.

Ability to thrive in a multinational and dynamic matrix organization.

DuPont OFFERS:

Competitive salaries and comprehensive benefits

An annual variable pay program that rewards team and individual performance and shares company, business or functional success

On-going learning opportunities in a rewarding work environment

Career experiences that can span different businesses and functions with opportunities for personal and professional growth

The chance to work on global teams with colleagues around the world and in different locations

We are looking forward to your application!

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