



## **Business Development & Project Manager (Product manager)**

Our Client is one of the market leaders in the packaging industry serving the food/chemical/cosmetics industry with advanced packaging material. The Product Manager is a new position in the Region and is located in Budapest.

### **Tasks/responsibilities:**

- Reporting to the Area Sales Manager
- Organize group project meetings and follows them up
- Keep regular contact with local and group Specialty Sales Managers to gain overview of all project statuses, steer/assist projects when needed
- Give technical support to sales organization in relation to projects, involve technical or production department when needed.
- Search, create and exploit possible synergies between different projects/customer inquiries within the group
- Deliver local technical support to local sales organization or in case of quality issues in absence of local Technical Support or available Specialty Sales Manager.
- Follow up on trends, markets & opportunities, and contribute to the Business Strategy in advising on segments, customers, suppliers, regions and other developments. This will be done in close cooperation with the Group Specialty Sales Manager.
- Optimize value added products by guiding information from the market via the sales organization and via customer visits -for both sales as technical/quality sales support. Search and communicate commercial and market input for R&D development process.
- Introduce innovations in market by assisting sales organization during visits to discuss new technologies. Act as technical specialist for sales organization.
- Identification of technologies to be commercialized - this in close cooperation with R&D, Sales Manager Specialties & BD&M Director
- Organize Capex calculation with technical department and communicate needed Capex for new products
- Enter development team of R&D in later stages of development to prepare market introduction
- Facilitate decision making on new product introduction by centralizing all info in business cases to assist the Business Development Director.
- Create and sustain technical relationship with suppliers of blowing machines, cap manufactures and other suppliers in relationship with new developments and innovations in cooperation with Group Specialty Sales Manager.
- Position the Company as a professional organization and trustworthy partner for value added products by creating high end technical documentation for sales purposes.
- Assist increasing sales and margins on barrier products.
- Optimize the quality and cost-efficiency of barrier products in cooperation with production, technical department and R&D



## **Amrop Kohlmann & Young**

- Organize barrier testing and reporting on customer products when needed or requested. Follow up on shelf life tests by customer or external labs.
- Decide which preforms can be offered to customers in relation to technical performance and production capacity and customer requirements
- Assure smooth introduction of new projects at customers
- Give technical assistance to sales organization and follow-up on projects involving barrier technology
- Create and sustain technical relationship with suppliers of blowing machines, cap manufactures and other suppliers in relationship with quality issues
- Position the Company as a supplier/partner by on-site technical assistance as customer service engineer when customer has quality issue related to barrier when no other Customer Service or Quality Engineer is available

### **Education:**

- University degree in Commercial or Technical Engineering (Plastic orientation, preferably PET)
- Excellent in written and spoken Hungarian, English; 2nd language is an advantage

### **Experience:**

- Proven commercial aptitude
- Experience of min 8 years with international key accounts or international commercial environment
- Knowledge and experience in plastic packaging industry
- Good (financial) analytical thinking
- Basic knowledge of marketing strategy and value chain
- Used to cope with stressful situations

### **Skills:**

- Effective interpersonal relationship and communication skills
- Good communication skills (active listening, open questions ,clear and concise explanations)
- Effective value selling
- Commercial Awareness
- Customer Orientation
- Impact and Influence

If you have an interest in this area please send your CV in **English** to Katalin Török (katalin.torok@amrop.hu).