



**WITTENBURG**  
Your partner in TPE, medical & food compounds



**WITCOM**  
A member of Wittenburg Group

The Wittenburg Group is active in the development and manufacturing of specialty Engineering Plastics and Thermoplastic Elastomers. Our main expertise is in high end, highly regulated and risk adverse markets. The company has established a solid track record in supplying custom made solutions for demanding and critical plastics applications in the automotive, industrial, medical device, pharmaceutical packaging and food contact industry. Our products are branded under the name Cawiton® and Witcom®. The Wittenburg group has the ambition to facilitate the transition of the polymer industry to more sustainable solutions.

Wittenburg Group adds value by being an industry specialist in customized and sustainable plastic compound solutions, and is offering a support structure based on close partnerships and direct support to its customers on a daily basis. To intensify our business development effort for our Cawiton® and Witcom® product, and to prepare ourselves for future growth, we have the following vacancy:

## **Junior Sales Account Manager Germany (conductive compounds, lubricated compounds, medical) (home office)**

### **Purpose of the job:**

Maintain and realizing growth at existing and new customers

### **Your Challenge:**

- Realizing growth by innovation and developing applications at existing or new customers in defined markets or geographical areas.
- Manage sales budgets and margins at existing customers
- Improve our service to existing customers.
- Lead project to improve the sustainability of our products and business chain
- Organize adequate support and communication for your account
- Translating business development activities to sales
- Build and maintain relationships with customers to support growth
- Manage business development project and marketing efforts at existing accounts and prospects to realize our growth objectives

### **Your Profile:**

- A game changer
- A self propelling, entrepreneur and team player with good interpersonal skills and a strong drive for performance, to generate results on time.
- Likes to work in an international team and to travel
- Likes to interact with and guide our customers
- Can direct/guide an internal multidisciplinary team
- A technical education
- Potential to grow to a Senior Account Management or business development position
- A high interest in guiding the polymer industry to more sustainable solutions
- Fluency in German and English is required.
- Driving license is required

The position carries a competitive salary package and good secondary benefits, company car and phone.

For more information, or sending your application by e-mail, please contact: Alberto Dozeman, Director of Marketing and Sales, phone: 06-23168034, mail: [Alberto.Dozeman@wittenburgbv.nl](mailto:Alberto.Dozeman@wittenburgbv.nl).

Your application will be treated in a confidential way.

Please also visit our website at: [www.wittenburgbv.nl](http://www.wittenburgbv.nl) and [www.witcombv.nl](http://www.witcombv.nl)