

## **Market Manager - Distribution Business**

**Aerovac Composites One** a leader in the manufacturing and distribution of process materials in the composites industry. We serve large diverse industries such as Aerospace & Defense, Wind Energy, Automobile, Marine and a variety of industrial markets who gain advantage by utilizing composites manufacturing.

This newly created role, reporting into our Global Sales Director will be responsible for developing, executing, and delivering the five-year strategic plan, meeting or exceeding annual revenue and margins, managing the portfolio of products and accounts that are key to the strategic plan. Aerovac works through some key partner distributors to market, sell and deliver solutions to our customers throughout the world. This position will be responsible for this strategic key supply chain solution and will drive significant growth of Aerovac.

### **Key responsibilities**

- Develop and implement strategic market & customer plan
- Develop a strategic roadmap and five-year business plan for our Distribution business
- Translate plan into deliverables, track and formally report monthly;
  - Global business opportunities,
  - Alliances, acquisitions
  - Drive innovation to result in development projects that deliver future growth
  - World class customer service including rapid response, service delivery to create added value for our customers
  - Increase contribution margin over current levels (2024 budget)
- Product commercialization in partnership with R & I activities
- Identify New Product Introduction projects that will deliver increased revenue
- Identify and drive promotional marketing activities to support business development (trade shows) working closely with corporate Marketing Team
- In conjunction with Operations & Procurement develop a plan to become a competitive distributor
- Manage & develop a portfolio of Key Accounts (key strategic and/or global customers) as defined in strategic plan
- Achieve KPI objectives (sales, contribution margin) according to marketing & pricing strategy, as well as commercial guidelines
- Develop high level relationships necessary to deliver the annual targets for the market and account(s) while sustainably growing the business in line with the Market Roadmap including long term partnership agreements
- Work closely with Account Managers to gather market intelligence and competitor information which will contribute to the successful implementation of the strategic plan

To be successful we are seeking the following key skills/experience;

- Seven + years experience in composites and distribution
- Five+ years Aerospace background will be considered a plus
- Ability to think strategically and see the bigger picture
- A proven track record of strong negotiation skills that results in demonstrated success
- Exceptional drive to deliver first class service to our customers
- Prior experience in leadership roles will be beneficial
- As this role is an individual contributor, you will need the ability to influence your colleagues through a collaborative style

Role will be based in Europe although there will be a minimum of 30% travel.

If you are a passionate, driven and resourceful professional who is seeking an opportunity where you can develop your career into a future leadership role, please contact

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