

## Business Development Director Netherlands

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Company: Chronos Consulting

Location: Netherlands

Category: other-general

### Job Description

Location – Working Remotely Across Europe

The role is open to anyone in the UK / Europe region

Our client works within the refinery and petrochemical sector offering specialist chemical services. The role requires the Business Development Director to increase revenues and profits through penetrating all levels of refineries in an assigned territory. Maintains current accounts and cultivates new opportunities for the sale of companies products and services.

Minimum of five or more years of refining/industrial sales experience including basic knowledge of refinery operations and equipment.

Understands and employs sales techniques and sales models.

Collaborates with sales leadership to establish and refine sales strategy and set goals for assigned territory and/or accounts.

Uses knowledge of upcoming customer events to design a sales and marketing plan for assigned area. Directs the implementation and execution of sales plans and ensures communications are coordinated within the organisation.

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