

## ORGANISATION

DPI is an international collaboration platform enabling industry to join forces in polymer research. DPI's research programmes, jointly shaped and jointly funded by its industrial partners, bring together the strategic needs of industry and the scientific capabilities of world-class scientists working at universities and research centres across the globe. Participating in DPI is a cost-effective way for companies to expand their scientific base, enhance their innovation potential and explore new fields extending beyond the scope of their individual R&D and innovation portfolios. In partnership with industry, DPI is currently starting initiatives to expand beyond its current programme areas (Performance Polymers, Polyolefins and Polymers for Oil & Gas) to address societal themes including Circular Economy, Health and Energy Transition. DPI is headquartered in Eindhoven (Netherlands), a city renowned as innovation hub.

For more information please visit [www.polymers.nl](http://www.polymers.nl).

## POSITION

DPI has an ambition for growth and our Business Development department plays an important role in the further initiation of new research programmes as well as the acquisition of new partners. In this respect, we are looking for a **BUSINESS DEVELOPER**.

Your primary responsibility is to boost our upfront acquisition process.

For this purpose you conduct research on polymer related market needs to support the positioning of our services and improvement of our strategic commercial decision making.

Also you will perform various acquisition and marketing activities like (cold) calling, funnel management, developing marketing tools/models for business development and networking f.i. during congresses. In relation to customer visits (current and potential) you will prepare management information about financials (turnover, profit) and strategy (organization and investments) and you support in creating inspiring presentations or other tools used for customer visits.

A second responsibility is to map and develop new programme / technology areas. To this, you will generate an overview of potential new business areas and identify new potential participants and topics in those new areas once they have been selected for incubation.

In our current business you will keep a keen eye on the satisfaction of our customers and conduct regular customer satisfaction surveys.

You will work in close cooperation with our Programme Area Coordinators and Managing Director. In the area of mapping and developing new programme areas, you will also work with a Senior Business Development Manager, who is responsible for incubation.

## PROFILE

To perform this function successfully, you:

- are in possession of a technical/commercial Master's degree such as Technical Business Administration or International Business;
- have experience in polymers / chemical technology / physics / circular economy;
- already have been successful in a Business Development role in an industrial research environment and you are up to a next (early) career step;
- are familiar with making use of Business Intelligence, CRM and acquisition marketing tools;
- have the ability and accuracy to analyse data, figures and write reports;
- master IT skills, including the use of spreadsheets and making presentations;
- have a professional telephone manner for making initial contact as well as ongoing communication with potential partners and business associates;
- are successful in funnel management;
- are able to motivate yourself and set your own goals;
- take initiative and have the confidence to start things from scratch;

- have the tenacity and drive to seek new business and meet or exceed targets;
- are a strong and transparent communicator with good command (written and oral) of the English and Dutch language;
- Value teamworking and a collaborative approach to work.

## **REMUNERATION**

DPI offers a competitive benefits package.

## **APPLICATION AND INQUIRIES**

For inquiries please contact Rosanne Peters, HR&O Manager, by phone at +31 40 2478816. Please submit your written application and CV by email via [vacancy@polymers.nl](mailto:vacancy@polymers.nl) before **21 July 2021**, referring to Vacancy Business Developer DPI 202010-1.

The application process may include reference checks and an assessment.