

# B2B Global Business Development Manager

Hydromer, Inc. – Concord, NC

## Job Description

Hydromer has a legendary track record of innovation, and with its team of exceptional PhD. chemists and executive pioneers, have created specialized chemical coatings and surface modification technologies for many markets. Hydromer is ISO certified and sells primarily on a B2B basis. To expand our company's sales efforts, we are seeking an experienced sales professional with a proven track record of successfully growing revenues in B2B global business arena. Our ideal candidate will possess the following qualifications:

- **5+ years of proven success in growing B2B product, services or solution sales. Experience in selling to Medical sector preferred.**
- Experience in high growth technical business with an emphasis in polymers, chemical and manufacturing a must.
- Proven ability to build new business and possess a history of consistently meeting and exceeding revenue and new customer acquisition goals.
- Bachelor's degree or equivalent experience required in a technological area, **Chemicals or Polymers or Formulations** experience a must.
- Comfortable with up to 50% monthly travel time, **when conditions permit.**
- Excellent communication, collaborating, negotiating, persuading and strong presentation skills.
- Detail oriented, self-starter, and strong team player with Hunter DNA.
- Provide feedback to the Company regarding market trends, competitive threats and opportunities to deliver greater value to the industry.
- Will conduct all sales activities with the highest degree of professionalism

We offer a competitive salary, potential for equity and commissions on revenue growth and customer acquisition. In addition, we offer a comprehensive medical/prescription plan (up to 80% of the premium paid by the Company), dental plan, life insurance, 401k, along with paid vacation and paid holidays.

Job Type: Full-time