

**Was verbindet,  
macht uns stark!**



## Commercial Manager Personal Care

full-time | remote

### Your tasks

- Responsibility for the expansion of Binder in the hygiene industry worldwide
- Driving sales and business development activities to build long-term relationships with manufacturers in the hygiene industry (baby & adult diapers) as well as the related tier structure from R&D up to management
- Management of a geographically dispersed team
- Responsibility for the occupational health and safety of all employees in the team
- Creation of a business plan for the hygiene industry with specific growth strategies for the Binder Group in this segment
- Carrying out well-founded market and competition analyses
- Analyzing market trends and identifying innovations and future potential
- Supporting key customers and acquiring new customers
- Identification and realisation of upselling opportunities
- Participation in trade shows, conferences and congresses
- Close cooperation with the specialist departments, e.g. Production, Application Engineering, Customer Service and Quality Management

### Your profile

- University degree, e.g. (technical) business administration, (industrial) engineering, marketing/product management, international business or comparable educational background
- Several years of professional and management experience in technical sales & business development in the diaper industry
- Sound experience in the development of market strategies
- Excellent communication skills paired with high sales competence & proactive network management
- Business fluent in German and English
- High willingness to travel internationally

### What you can expect from us

- Innovative spirit and flat hierarchies in a company with 225 years of tradition
- Flexible working hours
- Good communication within the company
- Corporate culture that stands for openness to new ideas and continuous joint development
- Excellent company restaurant in Holzgerlingen
- And much more, check it out for yourself!

### Apply now online

