

Position Title: Technical Business Development Manager

Reporting to: Business Director – Beauty & Personal Care, Home Care, and I&I

Location: Brampton, ON

Position Type: Full Time – Permanent

Job purpose

The Technical Business Development Manager is primarily responsible for overseeing IMCD Canada's Beauty & Personal Care Applications Laboratory and assisting our Technical Account Managers enhance or build key customer relationships with new and existing customers. The Technical Business Development Manager will work with IMCD's Beauty & Personal Care Global Technical and Marketing teams and staff from various departments to assist in coordinating new trend formulation kit development, symposiums and/or WebEx's related to IMCD Beauty Academy Global initiative, and with industry trade shows, all with the objective to increase sales opportunities and maximize revenue.

Key Responsibilities

- Oversee the operation of our applications laboratory, including our application chemist who will report directly to the Technical Business Development Manager
- Maintain extensive knowledge of current market conditions
- Use knowledge of the market and competitors to assist management to identify and develop the company's unique selling propositions and differentiators
- Be up-to-date with new trends, concepts and new industry product launches in the B&PC market space
- Collaborate with our application chemist in the development of new product formulation kits, meeting the new market trends and highlighting our supplier's ingredients in the process.
- Complete presentations around each trend kit
- Order appropriate packaging for the new formulations and kits
- Conduct research to identify potential customers
- Build key customer relationships with new and existing customers
- Provide sales support
- Assist our Technical Account Manager's and/or their customers resolve any formulation or technical issue
- Coordinate formulation projects with customers based on our customer's formulation briefs, to provide viable formulations that the customer will look to launch and will show an ROI for IMCD Canada.
- Assist the Technical Account Manager's in the promotion of new product formulation kits, concepts, and supplier's products and kits at our customers via face to face meetings or WebEx's with our customers.
- Assist the Technical Account Manager's in the promotion of our lab's capabilities to assist our customer's with formulation projects as an extension of their laboratory capabilities.
- Design and Development the Scope of Customer Projects
- Product and formulation training for our Technical Account Manager's and also customers.
- Collaborating and assisting in the coordination of any IMCD Beauty Institute seminars, trade shows, as well as supplier-related seminars and visits.
- Being a technical resource to assist Principal Manager's in their collaboration with our suppliers and liase with suppliers as needed
- Design and implement supplier studies as required
- Identify business opportunities, generate warm leads, and seek out partnerships

- Identify opportunities for campaigns, services, and distribution channels that will lead to increased sales
- Assist our Principal Manager's in building current supplier relationships and suggesting new potential suppliers that would strategically fill our product portfolio gaps and assisting to bring such a supplier on board.
- Supporting IMCD at Industry Trade Shows and Symposiums
- Ensure that data is accurately entered and managed within the company's sales management system (Technical Requests & Reports from Technical Account Managers via Salesforce), as well as for all lab-related activity (new formulation projects and customer projects via Alchemy)
- Submit weekly progress reports, ensuring accuracy of data
- Liaise with senior management in order to determine organizational strategy and initiatives
- Stay up to date on the company's current product and service offerings
- Other duties as assigned

Reporting Structure

1 Direct Report – Chemist – out of 75S lab

Requirements

- Postsecondary degree or diploma in science (chemistry preferred)
- Minimum of 3-5 years of sales personal care product formulation development experience
- Minimum of 1-2 years of sales experience in a related industry would be beneficial
- Proven understanding of the industry and area of service
- Excellent organizational, strategic, planning, and implementation skills
- Ability to create realistic schedules and meet deadlines under stress and interruptions
- High level of critical and logical thinking, analysis, and reasoning to identify underlying principles, reasons, and facts
- Strong analytical and research skills
- Excellent interpersonal, communication, and relationship management skills
- Excellent attention to detail and a high degree of accuracy
- High level of integrity, confidentiality, and accountability
- Ability to respond appropriately in high-pressure situations with a calm and steady demeanor
- A well-defined sense of diplomacy, conflict resolution, and people management skills

Work Conditions

- Manual dexterity required to use laptop computer and peripherals including being proficient in Excel and Power Point
- Ability to attend and conduct presentations
- Travel will be required (15% of the time, mainly in Canada, with possible trips to the USA & Europe as required)

Core Competencies

- Adaptability
- Communication
- Decision Making
- Networking and Relationship Building
- Problem Solving

- Results Orientation
- Strategic Thinking
- Teamwork

- ***IMCD Canada Ltd, a growing distributor of specialty chemical ingredients, is looking for an ambitious and energetic Technical Business Development Manager to oversee our Beauty & Personal Care applications laboratory to develop innovative and novel formulation concepts and prototypes, and to be a technical resource for our Account Managers and customers, with the goal to drive sustainable financial growth.***

- ***If you are interested in joining our dynamic team, please apply here: <https://imcdgroup.csod.com/ux/ats/careersite/6/home/requisition/459?c=imcdgroup> . For further details, please contact HR@imcdca.com.***