**JOB DESCRIPTION**

JOB TITLE

LOCATION DEPARTMEN REPORTS TO

Business Development Manager (Plastic Raw Material Petrochemical Products)

London Trading

Head of Packaging Raw Materials

Background

Established in 1977, Longulf specialises in supplying Raw Materials and Machinery to meet the needs of manufacturing companies in Middle East, Africa & U.K. We have complemented these activities by investing in key manufacturing businesses, this includes Cepac, one of the UK's leading independent packaging companies. With a global network of suppliers, we provide services for all aspects of international trading, including marketing, logistics, finance and after sales support. We provide dependable, responsive, and innovative sources for materials and resources that are essential for our customers’ success. For suppliers, we offer a secure and valuable channel into alternative markets and place goods advantageously with competitive pricing.

Overview

Great opportunity to grow in an international business. Through network of our various regional offices, we focus on the marketing and distributing of various Plastic Raw Materials (Polymers, Polypropylene, PVC & PET), Tinplate, Aluminium components, and Paper to 16 African countries, Middle East, and U.K. This position is to manage existing business and develop business overseas and UK. You will have minimum 7 years of international trading experience with good knowledge of Incoterms.

The person will ultimately be accountable for the growth of the product portfolio through growing existing customers as well identifying new products / applications.

Key Tasks:

* Reporting to the Head of Raw Materials & Packaging, responsible for managing existing business and developing sales in overseas and U.K as a member of a team.
* Drive business development by wining new customers and introducing new products.
* Cooperate and liaise with internal partners in Product Management and Inside Sales.
* Regular reporting on sales and marketing activity.
* Get a deep knowledge of customer needs and competitor activity.
* Achieve and exceed sales targets in line with the company strategy and defined KPI's.
* Identify potential within new and existing customers with a view to growing the UK & Overseas turnover in line with the business’ extensive growth plans.
* Deliver a high level of customer service through value-add sales techniques concentrating on a multitude of market sectors.
* Work closely with your internally based colleagues as well as the regional offices to achieve the designated growth targets.
* Work closely with the technical team to increase product adoption as well as new applications for your diverse customer base.
* Deliver technical and commercial product presentations to a wide range of stakeholders.
* Frequently travel to meet customers and suppliers.