



Business Development Manager – Americas OEM Strategic Business Unit

An opening exists for a Business Development Manager responsible for assessing, developing and supporting the launch of potential new/expanded market opportunities needed to expand Porex OEM target market segments and applications. This role will cover the Americas region (USA, Canada). Responsibilities include managing and executing selected a targeted growth program; coordinating any resources required to achieve targets and growth goals; identification and coordination of key development partners within promising segments, and direct development activities and fostering market expansion after initial success. This position will also have input into the development and implementation of marketing, promotion and advertising approaches to maximize market penetration – including training of Porex and agent sales; as well as transitioning successful new market launches to the regular sales channel. This position will report to the Global Business Development Director - OEM.

Job Functions include but are not limited to:

1. Identification of key market/technology unmet needs and validate Porex Technologies opportunity to solve and make commercially viable.
2. Understand key players (customers, influence makers, competitors, etc.) in new target markets and how decisions are made.
3. Research and validate challenges to new technology market entry and develop relevant value proposition to achieve market penetration and initial beachhead successes.
4. Validate with Porex engineers and technical development that technological advantages can be achieved.
5. Identify key potential customers within assigned sub-markets and develops promotion plans to maximize sales into these key accounts. Assists sales with production/market knowledge to expedite the selling process.
6. Develop initial relationships with industry decision makers in order to recreate understanding for Porex and among target customers of Porex technology solutions.
7. Develops and communicates marketing plans on specific assignments selected by the OEM Global Business Development Director and Marketing leaders.
8. Travel, as necessary, to various locations in the Americas region (USA, Canada) to gain insight into assigned market/application areas. Attend relevant trade shows, seminars, and other professional functions to gain knowledge of potential customers and markets.
9. Working closely with all commercial and technical organizations to achieve results.
10. Other duties as assigned.

Education: Bachelor's degree in a scientific discipline, chemistry/engineering a plus.

Experience: 5-10 years' industry experience within a specialty materials business. Technical and commercial experience a plus.

Other skills and abilities:

1. Program management skills
2. Understanding and experience in commercial/marketing concepts
3. Must be a self-starter; well organized and highly energetic with a can-do attitude.
4. Able to get results by working independently with some supervision and guidance.
5. Excellent verbal and written communication skills as well as good telephone communication skills.
6. Must be a positive team player.
7. Experience working with multi-level decision-makers including R&D, Engineering, and Commercial.
8. Travel, as required, up to 40-50%

To apply for this position, submit your resume online to: [Business Development Manager, OEM](#)

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