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## Vice President Global Business Development

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**Filtration Group** is the fastest-growing pure-play filtration solution provider in the world. It operates in over 28 markets globally, across over 130 locations. It's 6,000+ employees share a common, entrepreneurial culture that drives success in each market it serves.

The **Filtration Group Life Sciences** division includes 5 branded businesses that have aggressive growth objectives and ambitions to become or continue to be the leader in their respective markets. The **Porex** company is the largest entity inside the Life Sciences division and the global leader in porous polymer technologies (sintered particles, bonded fiber, open cell foam), with a strong record of sales growth and aggressive future growth objectives. Porex is now looking for an ambitious, experienced individual to join the Porex commercial leadership team, to develop growth in new markets and with new applications and technologies.

Porex is seeking an experienced **Vice President of Global Business Development**, to be based in Fairburn, GA. This executive leadership role will be responsible for delivering new business growth targets, from marketing identified target markets, and identify new applications from current/new customers, where Porex is looking to expand end customer use of its porous polymer technologies. In addition, the position manages a function charged with supporting the identification of new markets and/or technologies in support of overall growth objectives and supporting Marketing early exploration of those new opportunities.

Reporting to the Porex Chief Commercial Officer, this role is a member of the Commercial executive leadership team. Success is measured in the development of new business opportunities that lead to growth, in new markets, new applications, and/or the launch of new technologies to meet unmet customer needs. The successful candidate will work closely with its counterparts in Global Strategic Marketing and Global Sales.

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### Key Position Responsibilities

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1. Achieve annual business development revenue targets and new opportunity pipeline targets.
2. Identify and prioritize business development activities and focus to best leverage the business development staff and resources.
3. Build and align company around priority targets and growth objectives.
4. Develop a strong hunting mindset within the business development group, with an aggressive focus on results.
5. Clarify and align business development objectives and targets with global sales and strategic marketing to establish role clarity and organizational alignment.
6. Develop C-level relationships in key target growth accounts.
7. Oversee and manage large new customer contract negotiations and contract development.
8. Work with senior marketing and sales team members to develop and implement execution plans to capture new opportunity growth.
9. Manage KPI and ROI metrics for business development resource allocations and results.
10. Supervise, manage and develop the Business Development staff globally.
11. Oversee/manage the department budget.

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## Qualifications & Experience

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**Education:** Undergraduate degree or post graduate qualification in business, marketing or marketing communications. Degree in technical disciplines, particularly engineering a plus.

**Experience:**

- Successful track record of leading teams to create strategic objectives and tactical plans to generate new business growth and new market entries in a technical sales/selling situation
- Experience with sales organizations that sell technology-based products or technology capabilities
- Ability to create and articulate a vision for business development objectives and goals globally
- 5+ years of experience in executive leadership role
- 10 years+ of experience in technical sales management and business development and/or global sales roles based on technical sales capabilities
- Global experience required

**Other skills and abilities include:**

- Commercial acumen.
- Critical and strategic thinker who can manage the details.
- Achievement oriented with a positive “can do” attitude toward learning.
- A strong sense of urgency and bias for action.
- Able to work autonomously but also operate as part of a matrixed team.
- Ability to collaborate with multiple functions and strong ability to build relationships and credibility quickly across functions and levels within the business units.
- Excellent presentation skills and experience presenting marketing and business plans and KPI's in a simplified manner.

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## Location & Reporting

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**Location:** Fairburn, GA (Filtration Group Life Sciences and Porex HQs)

**Reporting To:** Chief Commercial Officer

**Direct Reports:** 2 Global Business Development Directors, 2 Global Program Directors, plus 10 second level reports dispersed in global geographical locations.

To apply for this position: [Vice President Global Business Development](#)

As a part of the Filtration Group, Porex is the established global leader in one-of-a-kind solutions for the healthcare, consumer, and industrial markets. Our products make life better for people around the world every day. To learn more, visit us at [www.porex.com](http://www.porex.com).

Porex is an equal opportunity employer and makes employment decisions without regard to race, gender identity, sexual orientation, disability, or protected veteran status.